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(71) Applicant *(for all designated States except US)*: **GELCO CORPORATION** [US/US]; Three Capital Drive, Eden Prairie, MN 55344 (US).

(72) Inventor; and
(75) Inventor/Applicant *(for US only)*: **JOHNSON, Ken** [US/US]; 6851 Sugar Hill Circle, Eden Prairie, MN 55346 (US).

(74) Agents: PADMANABHAN, Devan, V. et al.; Dorsey & Whitney LLP, Pillsbury Center South, 220 South Sixth Street, Minneapolis, MN 55402-1498 (US).

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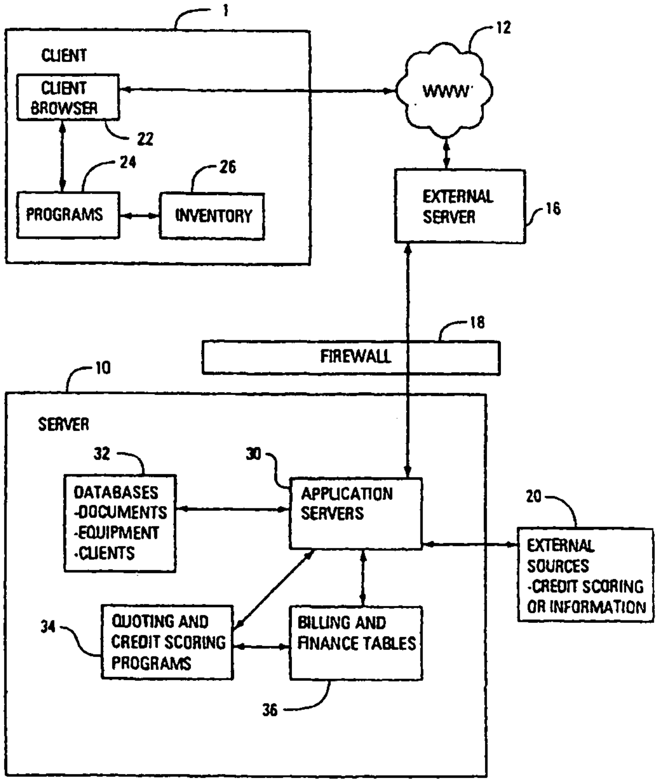
(54) Title: METHOD AND SYSTEM FOR GENERATING AUTOMATED QUOTES AND FOR CREDIT PROCESSING AND SCORING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SERVER
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EXTERNAL SOURCES -CREDIT SCORING OR INFORMATION
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QUOTING AND CREDIT SCORING PROGRAMS
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36

(57) Abstract: The present invention relates to a method and system for leasing a vehicle, including generation of a quote for a leased vehicle and generation of a credit report for a lessee. The invention may utilize one or more servers (10) which are accessible by one or more clients (14). The servers (10) communicate with the client (14) over a communicate path (12), which may be a direct dial connection, the Internet or World Wide Web or other suitable communications path. Using this arrangement the invention electronically solicits, receives, stores and computes leasing and credit information and generates reports and documentation.

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Title: Method and System for Generating Automated Quotes and for Credit Processing and Scoring

1. Field

This invention relates to a method and system for providing automated quotes for leases and loans and/or for a method and system for providing automated credit scoring for a lease or loan. More particularly, the invention relates to a method and system for providing real quotes for a vehicle, auto, or equipment lease or loan. In addition, the invention relates to a method and system for providing automated credit scoring and processing for a lease for a vehicle, auto, or piece of equipment. The method and system of the invention may use the Internet and computer hardware and software.

2. Background

In order to lease a piece of equipment, such as a vehicle, a lessee typically visits a dealer of the equipment and arranges for certain of the terms for a lease of the piece of equipment. The dealer, who typically is not the lessor of the equipment, may then arrange for the lease with a lessor of the equipment, which may be a financing company or a company that arranges for leases for a large number of entities. This party, the lessor of the equipment, may then arrange for a lease of the equipment. Although this invention is applicable to any type of equipment that may be leased, the specific embodiments of this invention detailed below relate to vehicle leases.

The lessor of a vehicle may arrange for a number of functions in order to effect a vehicle lease. These functions include: (1) generating a quote for the lease, (2) generating and processing a credit application for the lease, (3) documenting the lease, (4) funding the lease, and (5) generating reports for the lease. These functions are typically carried out through facsimile, mailing, and human processing of documents. For instance, in order for the lessor to generate a quote for a vehicle (such as a monthly payment over a certain number of months), the dealer will work out a price for a specific vehicle, a residual value, a length of the lease, and fees, such as a dealer fee and a documentation fee. After this information has been transmitted to the lessor, the lessor may process the information and transmit the specific payment terms for the lease to the dealer. In order to generate the specific payment terms for the lease, the lessor may need to consider the amount of money it will make off the lease (a profit margin), which may be driven by lending rates (interest rate charged to the lessee of the vehicle) and borrowing rates (interest rate charged by a lender to the lessor of the vehicle), by the class of vehicle, by specific options for the vehicle, or by a number of other factors that the lessor may consider to be important. Figure 2 shows one embodiment of the typical process for generating quotes, requesting and processing credit applications, documenting a lease, and funding for the lease.

Processing credit applications for lessees is typically a time-consuming and costly process that has, in the past, required significant amounts of human intervention. After a lessee of a vehicle has reviewed the quote and decided to lease the vehicle, the lessee may fill out a credit application. This credit application may then be mailed or sent via facsimile to the lessor, who determines the credit worthiness of the lessee-applicant. Such credit scoring may be further complicated in the case of leases of fleets of vehicles, where a corporate entity will make lease payments, but where an employee of the corporate entity will drive the vehicle. In such a case, the credit worthiness of both the corporate entity and the individual employee may be scored.

If the lessee successfully passes the credit check, specific documents to accomplish the lease may need to be generated, completed by the lessee and dealer, and then sent to the lessor. After the transaction has been documented, funding for the lease may be carried out, and then reports for the lease may be generated.

The typical process outlined above for processing a quote and credit check for a lease has a number of disadvantages. At the very least, it takes a large amount of time, perhaps on the order of several days, to complete the quote, credit check, and documentation process for the lease. Additionally, a significant amount of time and human intervention may be required by the lessor to generate quotes, perform credit scoring, and generate documents for leases. This time and human intervention leads to inefficiencies that may result in high transaction costs for the lessor. In addition, the time delay may be annoying to the lessee and dealer of the vehicle, and may lead to lost leases due to time delays.

A need exists for an automated quoting system and method that may generate accurate quotes for leases in a short amount of time, that is convenient, and that is simple to use. A need also exists for an automated credit scoring and processing method and system that is easy to use, quick, efficient, and that decreases the amount of human intervention required to approve a credit application. Furthermore, a need exists for a method and system for automating the generation of documentation for leases. Because the dealer of a vehicle typically chooses the financing company or lessor, a lessor can generate more business by providing for a simple, efficient quoting and credit system that saves the dealer time and energy in closing a deal.

Summary

One embodiment of the invention is a method for generating a quote for a piece of leased equipment. This embodiment of the invention comprises electronically soliciting from a client terms for a lease for the piece of leased equipment, including a cost and residual value for the piece of leased equipment, term for the lease, and down payment information; electronically receiving and storing in a server the terms for the lease; computing payment terms for the lease based on the terms of the lease and a desired rate of return for the lease or specific lending and borrowing interest rates; and generating a report at the client showing the payment terms for the lease.

Another embodiment of the invention is a method for generating a credit report for a lessee of a piece of leased equipment. In this embodiment, the method comprises electronically soliciting from a client basic identification information, including identification information for an individual user of the piece of leased equipment and for a business lessee of the piece of leased equipment, receiving and storing in a server the client basic identification information, scoring the lessee's credit using external credit checking databases, and providing a credit report to the client detailing a credit score for the lessee. Another embodiment may combine the automated quoting process with the method for generating a credit report.

The invention offers numerous advantages over prior art methods and systems. In addition to substantial time savings to the lessor in processing documents, the system and method of the invention makes the lessor's services more attractive to vehicle dealers because of the simplicity and increased time savings offered by the invention. Instead of taking days to complete and document a lease, the automatic quoting, credit scoring, and document generation of the invention may offer significant time savings that make the lessor's services more attractive in comparison to competing lessors.

Description of the Drawings

Figure 1 is a block diagram overview of a client-server system in which the present invention functions;

Figure **2** is a process flow chart illustrating the typical process for generating quotes and for scoring credit applicants;

Figure **3** is a flow chart showing one embodiment of the invention;

Figure **4** is a flow chart showing one embodiment of a credit application and approval process;

Figure **5** is a flow chart showing one embodiment of a credit approval process of the invention;

Figure **6** is a flow chart showing one embodiment of a documentation process of the invention;

Figure **7** is a flow chart showing a second embodiment of a documentation process of the invention;

Figure **8** is a block chart of the inputs, calculations, and interest rates used in one embodiment of a quote generation process of the invention;

Figure **9** is diagram of a web page for a main menu of an embodiment of the invention;

Figure **10** is diagram of a web page for use at the client computer for entering information to request a quote;

Figure **11** is diagram of a second web page for use at the client computer for entering information to request a quote;

Figure **12** is diagram of a web page for use at the client computer for entering customer information for a credit application;

Figure **13** is diagram of a web page for use at the client computer for entering owner information for a credit application;

Figure **14** is diagram of a web page for use at the client computer for entering creditor information for a credit application;

Figure **15** is diagram of a web page for use at the client computer for entering insurance information for a credit application;

Figure **16** is diagram of a web page for use at the client computer for entering Y2K and hazards information for a credit application;

Figure **17** is diagram of a web page for use at the client computer for entering signature information for a credit application;

Figure **18** is diagram of a web page for use at the client computer for checking on the status of credit applications;

Figure **19** is diagram of a web page for use at the client computer for entering dealer information for a dealer profile;

Figure **20** is diagram of a web page for use at the client computer for entering contacts information for a dealer profile;

Figure **21** is diagram of a web page for use at the client computer for entering sales information for a dealer profile;

Figure **22** is diagram of a web page for use at the client computer for entering funding information for a dealer profile;

Figure **23** is diagram of a web page for use at the client computer for entering dealer information for an internal quote request;

Figure **24** is diagram of a web page for use at the client computer for entering vehicle information for an internal quote request;

Figure **25** is diagram of a web page for use at the client computer for entering contributed value information for an internal quote request;

Figure 26 is diagram of a web page for use at the client computer for entering terms information for an internal quote request;

Figure 27 is diagram of a web page for use at the client computer for entering approvals information for an internal quote request;

Figure 28 is diagram of a web page for use at the client computer for entering summary information for an analyst summary;

Figure 29 is diagram of a web page for use at the client computer for entering customer information for an analyst summary;

Figure 30 is diagram of a web page for use at the client computer for entering business information for an analyst summary;

Figure 31 is diagram of a web page for use at the client computer for entering principal information for an analyst summary;

Figure 32 is diagram of a web page for use at the client computer for entering collateral information for an analyst summary;

Figure 33 is diagram of a web page for use at the client computer for entering dealer information for an analyst summary;

Figure 34 is diagram of a web page for use at the client computer for entering documents information for an analyst summary;

Figure 35 is diagram of pricing model and summary sheet that may be used in an automated quoting embodiment of the invention; and

Figure 36 is diagram of an embodiment of a lease proposal that may be used to transmit a quote to a dealer.

Detailed Description

One embodiment of the invention allows a user, such as a vehicle dealer, to enter certain information about the lease of a vehicle in a client computer and then have a quote automatically generated using a client-server system. In addition, the user may also enter certain credit information about the prospective lessee, and the lessee's credit may be scored for approval or denial automatically over the client-server system. In addition, paperwork to close a lease transaction may be automatically generated upon credit approval. Such paperwork may be available through the client-server system of the invention.

The teachings of the present invention are applicable to many different types of computer networks and may also be used, for instance, in conjunction with direct on-line connections to databases. As will be appreciated by those of ordinary skill in the art, while the following discussion sets forth various preferred implementations of the method and system of the present invention, these implementations are not intended to be restrictive of the appended claims, nor are they intended to imply that the claimed invention has limited applicability to one type of computer network or one type of user. While the principles underlying the Internet and the Web are described in some detail below in connection with various aspects of the present invention, this discussion is provided for descriptive purposes only and is not intended to imply any limiting aspects to the methods and systems of the present invention.

The Internet is widely used today for a variety of applications. The Internet is a collection of computer networks that allows computer users to share files and other computer resources. Each computer connected to the Internet has a unique address whose format is defined by the Internet Protocol ("TCP/IP"). The Internet includes a public network using the TCP/IP and includes two kinds of computers: servers, which provide information and documents; and clients, which retrieve and display documents and information for users. As will be appreciated by those of ordinary skill in the art, as used throughout this specification the term "client" refers to a client computer (or machine) on a network, or to a process or programs, such as Web browsers, which run on a client computer in order to facilitate network connectivity and communications. This specification will use the term “individual” or “user” when referring to a person using a client computer to access the server and enter usage information. Similarly, the term “server” will be used throughout this specification to refer to a server computer or computer system on a network, including the database attached to the server for storing information.

The "World Wide Web" ("Web" or “WWW”) is that collection of servers on the Internet that utilize the Hypertext Transfer Protocol (“HTTP”). HTTP is a known application protocol that provides users access to resources, which may be information in different formats such as text, graphics, images, sound, video, Hypertext Markup Language (“HTML”), as well as programs. HTML is a standard page description language which provides basic document formatting and allows the developer to specify “links” to other servers and files. Links may be specified via a Uniform Resource Locator (“URL”). Upon specification of a link by the user, the client makes a TCP/IP request to a Web server and receives information, which may be another "Web page" that is formatted according to HTML. Users can also access other pages on the same or other servers by following instructions on the screen, entering certain data, or clicking on selected icons.

Servers run on a variety of platforms, including UNIX machines, although other platforms, such as Windows 95, Windows NT, and Macintosh may also be used. Computer users can view information available on servers or networks on the Web through the use of browsing software, such as Netscape, Microsoft Internet Explorer, Mosaic, or Lynx browsers. A typical Web page is an HTML document with text, "links" that a user may activate (e.g. "click on"), as well as embedded URL's pointing to resources, such as images, video or sound, that the client may activate to fully use the Web page in a browser. Furthermore, icons may be present which a user clicks on to submit usage information to the server, or to request information from the server. In some situations, these resources may not be located on the same server that provided the HTML document to the client. Furthermore, HTTP allows for the transmission of certain information from the client to a server. The server can then post this information on its web site, forward it on to another user or server, or save it to a database for later use.

The accompanying Figures depict features and components of the methods and systems of the present invention. With regard to references in this specification to computers, the computers may be any standard computer including standard attachments and components thereof (e.g., a disk drive, hard drive, CD player or network server that communicates with a CPU and main memory, a sound board, a keyboard and mouse, and a monitor). The processor of the CPU in the computer may be any conventional general purpose single- or multi-chip microprocessor such as a Pentium® processor, a Pentium® Pro processor, a 8051 processor, a MIPS® processor, a Power PC® processor, or an ALPHA® processor. In addition, the processor may be any conventional special purpose processor such as a digital signal processor or a graphics processor. The microprocessor has conventional address lines, conventional data lines, and one or more conventional control lines. With regard to references to software, the software may be standard software used by those skilled in the art or may be coded in any standard programming language to accomplish the tasks detailed below.

A. General Overview

Figure 1 is a block diagram illustration of the environment of one embodiment of the present invention, which is a network based on a client-server model. The network comprises one or more servers 10 which are accessible by one or more clients 14, such as personal computers or telephones. Figure 1 illustrates a user interface device as the client 14, which may be either a client computer, a touch tone telephone, or another interface device known to those skilled in the art. The servers 10 communicate with the client 14 over a communication path 12, which may be a direct dial connection, the Internet or World Wide Web ("WWW"), or other suitable telecommunications path. A suitable network protocol, such as the TCP/IP protocol, may be used for the communications. Communications may also be done in one embodiment by voice interactive technology known in the art or by pushbutton commands.

The servers 10 may comprise Web servers and application servers, and may be any computer known to those skilled in the art. The Web server and the application server can be separate entities, or may exist within a single computer or computer system. This specification will refer to both possibilities as server 10. The server 10 allows access by the clients 14 to various network resources. Figure 1 also illustrates an external server 16, which may be a separate computer from the server 10. In Figure 1, this external server 16 is separated from the server 10 by a firewall 18. The firewall 18 protects the server 10 from the WWW and may be any common or custom firewall known to those skilled in the art. The server 10 may also have access, via direct dial or the Internet, to external data sources 20, such as credit scoring information. It is to be understood that any number of clients 14 may be connected to the server 10 at any given time, and therefore a number of dealers (using clients 14 at remote locations) may access and use the server 10 in order to carry out the invention.

1. The Client-Side

The client 14 may be a client computer, which may be any computer or computers used by those skilled in the art. The client computer 14 comprises a central processor unit ("CPU") and main memory, an input / output interface for communicating with various databases, files, programs, and networks (such as the Internet), and one or more storage devices. The storage devices may be disk drive devices or CD ROM devices. The client computer 14 may also have a monitor or other screen device and an input device, such as a keyboard or a mouse. In order to carry out the present invention over the Internet, the client computer 14 may also have some software programs contained in the main memory or the storage devices which can be used by the CPU.

In one embodiment of the present invention, the client browser 22 is a Web browser, which is a known software tool used to access the Web via a connection obtained through an Internet access provider, may be part of the software programs on the client computer 14. A variety of browsers known to those skilled in the art may be used within the scope of the present invention, including Netscape Navigator, Microsoft Internet Explorer, or Mosaic browsers. As explained above, a Web server may allow access to so-called "Web sites" and "Web pages." Once the Web browser has accessed these pages through the Web server, the HTML page may be downloaded through the input/output interface. The central processing unit may use the browser software package to interpret the information and display it on the monitor.

The software programs 24 on the client computer 14 may also contain other software or programs which will allow the user to fill in information on the screens and to exchange data with the server 10. The programs 24 on the client computer 14 may also contain inventory and inventory control software 26 in order to track vehicle or leased equipment inventory.

2. The Server-Side

Figure 1 shows a possible server configuration for the system and method of the invention. The server 10 contains software programs that run on the server-side to process requests and responses from the user's interface. In addition, the software programs may send information to the client computer 14, perform compilation and storage functions, and generate reports that may be used by either the client or the system administrator. If the Internet is the user's interface, then the server 10 may also send web pages in HTML format for the user to download and interpret with his/her computer and view on a monitor.

The server 10 may be set up in a variety of different formats to perform the functions of the invention. In Figure 1, the server 10 contains application servers 30 to interface with the WWW and a number of databases 32, programs 34, and tables 36. The databases 32 may contain a variety of information, including various documents that may be used by the system and method of the invention, clients, and information on types of equipment or vehicles. The programs 34 may contain instructions, logic, and software that perform the quoting and credit scoring functions for the system and method of the invention. In one embodiment, a Microsoft Excel spreadsheet could be used to perform these functions. The table 36 may contain further information on the billing and finance aspects of the invention.

B. Operation of the Invention

Figures 2-7 illustrate flow diagrams of various embodiments of the invention. Figure 2 illustrates the typical process for generating quotes and for scoring credit applicants. Figure 3 depicts various acts of the dealer/lessee and the lessor (GE Capital Fleet Services) in one embodiment of an automated quoting system and method of the invention. Figures 4-7 illustrate various other embodiments of the invention and include details on credit processing and scoring, and document generation. The system and method of the invention may use common database functions to sort and recognize different dealers, customers, lessees, and individual drivers. Password control may be used to restrict access to certain dealers, and only certain system administrators may have access to the programs of the invention to manipulate formulas or rates used in certain of the calculations of the invention.

1. Generating Quotes

Figures 10 and 11 illustrate various information that a dealer can enter at the client computer in order to request a quote for a vehicle. In one embodiment, the information includes a dealer reserve for the lease (which may be a percentage of the capital cost of the vehicle), a dealer documentation fee, and other information as seen in Figure 10. The information to request a quote may also include a make, model, and year of car, a price for the car along with an upfitting description, an asset type for the vehicle (such as non-luxury cars, luxury cars, light trucks, etc...), a residual value for the lease, and a term for the lease. After a user has entered information into the web pages of Figures 10 and 11, the user can click "submit" to submit the information to the server 10.

In order to generate a quote for the lease, the lessor can use any internal model known to those skilled in the art to generate the payment terms for the lease. In one embodiment, the lessor may alter a lending interest rate, which is a rate of interest that the lessor charges the lessee for the lease. Depending on this lending interest rate, as well as the interest rate for which the lessor borrows money for its purchase of the vehicle, the lessor may determine the payment terms for the lease. In another embodiment, the lessor may look to the type of asset (or the type of vehicle), determine a desired profit for a lease of that vehicle, and then generate payment terms, including a lending rate to the lessee, based on the desired profit for the lease.

Figure 8 depicts a number of the inputs 100 to a model for generating a quote for a vehicle. In the embodiment of Figure 8, these inputs are the capital cost 102 of the vehicle (which may be determined by the dealer's negotiation with the lessee), the residual value 104 of the lease, the dealer's fee 106, the documentation fee 108, the up-front fees 110, the number of months for the lease 112, and the type of asset 114, which may include specific information about the make, model, and year of the vehicle, along with options for the vehicle. A number of other inputs may also be used for quote generation, including the information depicted in Figures 10 and 11.

Figure 8 also shows some of the calculations that may be performed at the server 10 when determining the payment terms for a lease. Such information may include the net present value 120 of the lease, the revenue 122 expected during the lease, the expenses 124 expected during the lease, and the contributed value 126 for the lease. In one embodiment, present value calculations may be performed to determine the present value of revenue, expenses, and contributed value 126. The contributed value 126, which may be the profit margin that the lessor expects from the lease, may be calculated in any number of methods known to those skilled in the art based on borrowing 130 and lending rates 132, monthly payments, and any variety of the other types of information shown in Figures 8, 10, and 11. In one embodiment, as noted above, the server 10 may have desired contributed values for certain types of assets, or for certain makes or models of vehicles. In such situations, the lending rate 132 to the lessee may be altered depending on the desired contributed value for the lease (assuming the borrowing rate for the lessor is not negotiable). In such a situation, the contributed value 126 will not be calculated from fixed interest rates, but instead the interest rates may be determined by an expected contributed value for the deal. It should also be noted that the lessor may wish for the calculation of other provisions based on the lease, including amortization schedules (either straight line or accelerated), interest payments the lessor will have to make on the borrowed money for the lessor's purchase of the vehicle, cash flow numbers, and information on the principle remaining to be paid. A schedule for the lease may also be generated summarizing the information for the lease.

In one embodiment, a table may be generated containing the number of each month on one axis and a number of calculations on the other axis. Such calculations can include the remaining amount of the capital cost, the up-front fees, the security deposit, the payment and interest for each month, the expense for the lessor each month, tax factors, depreciation numbers, and various cash flow numbers, including a projected revenue cash flow for each month. In such an embodiment, the monthly payment may be based principally on the capital cost, residual value, lending rate, amortization schedule, and timing when payments will be made, and such a calculation may be carried out by any known accounting method known to those skilled in the art.

Figure 35 illustrates one possible pricing model that may be used within the server 10 in one embodiment of the invention. Figure 35 shows, from a lessor's standpoint, the net revenue expected for a lease, the interest expenses expected, the contributed value expected, as well as other information for the lease, including percentages for these calculations. Figure 35 also shows other information for the terms of the lease, such as the capital cost, lease type, tax benefits, asset type, monthly payments, residual, and length of the lease.

Figure 36 illustrates one embodiment of a lease proposal that may be sent from the server 10 to the client computer 14 to present the terms of a lease to the lessee. In addition to the terms of the proposal, which include the purchase price, term of the lease, residual, residual percent, monthly payment, documentation fee, dealer fee, and interest rate for the lease, the proposal of Figure 36 also contains signature lines and other information for the acceptance of the terms of the lease. In one embodiment, a proposal such as that in Figure 36 may be automatically generated in the server 10 for transmission to the client computer 14 by the method and system of the invention.

Although the quoting method and system depicted above was described with specific references to leases, such a process could also be used for financing loans and/or for determining loan payments. In addition, the quoting system and method described above may, in one embodiment, offer accurate and final quotes instead of guideline quotes from which the lessor may deviate. In other words, the quotes automatically generated by the method and system of the invention may be real quotes to which the lessor is willing to be bound.

After a credit proposal has been transmitted to the client computer 14, the lessee or dealer may be given the option to accept the proposal, modify the proposal, reject the proposal, or hold the proposal. If modified or rejected, a different proposal may be automatically generated in one embodiment of the invention, perhaps using differing interest rates, length of lease, down payments, etc....

2. Credit Scoring and Processing

The method and system of the invention may offer automated credit scoring and processing in addition to quoting. The invention may, in one embodiment, be able to connect multiple quotes to one credit application. The invention may also, in one embodiment, alter the quote for a lease depending on the results of a credit check. Such risk-based pricing may be offered to increase the lessor's profit margin for leases for which the lessee is more likely to default than the average lessee.

Figures 12-17 depict possible web pages that may be presented to the lessee or dealer for entering information about the lessee that may be used for credit scoring. In one embodiment, such information may include personal information about the individual business principal or proprietor, as well as information about the business that will actually make the lease payments for the vehicle. In such an embodiment, the credit of both the business and the individual business owner, principal, or proprietor may be checked through the system and method of the invention. Collateral checks may be performed in one embodiment, as well as other credit checks to ensure that the lessee is credit worthy.

Figures 19-22 depict various web pages that an administrator, such as the lessor, may use to review, check, or edit certain information about different dealers. Figures 23-34 show various web pages that may be used for internal quote requests and analyst summaries.

In one embodiment of an automated credit scoring system and method of the invention, the server 10 may be capable of automatically connecting to credit scoring services, such as Dun & Bradstreet, as depicted by external sources 20 in Figure 1. It should be noted that, although some Figures in this specification, such as one or more of Figures 3-7, may depict credit scoring that is not automated, credit scoring may be either automated or performed by humans within the scope of the invention. In one embodiment, after credit information is transmitted to the server 10 from the client computer 14, a human can manually perform the credit check at the server level by using outside databases or other information known to those skilled in the art. The human may then transmit a decision on the credit status of the applicant to the client machine 14. In another embodiment, all credit scoring and processing may be accomplished automatically at the server 10 by linking to external credit sources or databases. Commercial credit scoring, including credit scoring for both individuals and companies, may be accomplished using the invention. Humans may also view reports on a credit status and review the source of the credit scoring.

3. Documentation and Other Processes

After a lease quote has been generated and credit approval received, the server 10 may, in one embodiment, automatically generate the documentation to document the lease. Figures 3-7 depict a number of the steps of the generation of documentation for a lease transaction using the method and system of the invention.

C. Conclusion

One embodiment of the invention allows a vehicle dealer to enter certain information about the lease of a vehicle in a client computer and then have a quote automatically generated using a client-server system. In addition, the dealer may enter certain credit information about the prospective lessee, and the lessee's credit may be scored for approval or denial automatically over the client-server system. In addition, paperwork to close a lease transaction may be automatically generated upon credit approval. Such paperwork may be available through the client-server system of the invention. Using the method and system of the invention, quotes for vehicle leases may be generated within a matter of minutes or even seconds. In addition, credit scoring may be performed in minutes or seconds, and documenting a lease may be a quick and easy process, rather than a drawn-out process involving numerous facsimiles or mailings.

Appendix A contains further information about the method and system of the invention, including possible web pages that may be used within the scope of the invention for a variety of functions, including those listed above. It should be noted that some of the web pages of the invention may be viewed only by internal personnel of the lessor, while other pages may be viewed by both internal personnel of the lessor and by dealers.

While the present invention has been described with reference to several embodiments thereof, those skilled in the art may recognize various changes that may be made without departing from the spirit and scope of the claimed invention. Accordingly, this invention is not limited to what is shown in the drawings and described in the specification. Any number or ordering of the elements in the following claims is merely for convenience and is not intended to suggest that the ordering of the elements of the claims has any particular significance other than that otherwise expressed by the language of the claims.

Claims

What is claimed is:

1. An automated method for generating a quote for a piece of leased equipment, the method comprising:

   (a) electronically soliciting from a client terms for a lease for the piece of leased equipment, including a cost and residual value for the piece of leased equipment, term for the lease, and down payment information;

   (b) electronically receiving and storing in a server the terms for the lease;

   (c) computing payment terms for the lease based on the terms of the lease and a desired rate of return for the lease; and

   (d) generating a report at the client showing the payment terms for the lease.

2. The method of claim 1 further comprising the act of generating documentation for the piece of leased equipment such that a user may complete the documentation.

3. The method of claim 1 wherein terms for the lease include a capital cost, a residual, a dealer fee, a documentation fee, upfront fees, length of lease in months, and type of asset.

4. The method of claim 3 wherein the act of computing payment terms comprises:

(a) setting parameters including a borrowing interest rate, a lending interest rate, and a payment schedule; and

(b) calculating a net present value calculation, a revenue calculation, an expense calculation, and a contributed value calculation.

5. The method of claim 1 wherein the act of electronically receiving the terms for the lease from the client further comprises electronically receiving the information over the Internet.

6. The method of claim 1 wherein the act of electronically receiving the terms for the lease further comprises receiving the information through an interactive telephone response system.

7. An automated method for leasing a vehicle comprising:

(a) electronically soliciting from a client terms for a vehicle lease, including a cost and residual value for the vehicle, term for the lease, and down payment information;

(b) computing payment terms at a server for the lease based on the terms of the lease and a desired rate of return for the lease;

(c) generating a report at the client showing the payment terms for the lease;

(d) receiving at the server instructions from a client to go forward with the vehicle lease;

(e) electronically soliciting from the lessee at the client basic identification information, including identification information for an individual user of the leased vehicle;

(f) receiving and storing in the server the client basic identification information;

(g) scoring the lessee's credit using external credit checking databases;

(h) providing a credit report to the client detailing a credit score for the lessee; and

(i) generating documentation for the vehicle lease such that the user at the client may complete the documentation.

8. The method of claim 7 wherein the act of electronically receiving the terms for the lease from the client further comprises electronically receiving the information over the Internet.

9. The method of claim 7 wherein the act of electronically receiving the terms for the lease further comprises receiving the information through an interactive telephone response system.

10. An automated system for generating a quote for a piece of leased equipment, the system comprising:

(a) a user interface;

(b) a server adapted to electronically receive terms of a lease from the user

interface, store the terms, process the terms, and generate reports; and

(c) a communication path electronically linking the user interface to the server.

11. The system of claim 10 wherein the server is adapted to generate documentation such that a user can complete the documentation.

12. The system of claim 10 further comprising an external server for communication between the user interface and the server.

13. The system of claim 10 wherein the terms of the lease include a cost and residual value for the piece of leased equipment, a term for the lease, and down payment information.

14. An automated system for generating a credit report for a lessee of a piece of leased equipment, the system comprising:

(a) a user interface;

(b) a server adapted to electronically receive identification information from the user interface, store the information, process the information, and generate reports; and

(c) a communication path electronically linking the user interface to the server.

15. The system of claim 14, further comprising an external server for communication between the user interface and the server.

16. The system of claim 14, further comprising a second communication path electronically linking the server to an external data source.

17. An automated system for generating a quote for a piece of leased equipment and generating a credit report for a lessee of the piece of leased equipment, the system comprising:

(a) a user interface;

(b) a server adapted to electronically receive identification information from the user interface, store the information, process the information, and generate reports; and

(c) a communication path electronically linking the user interface to the server.

18. The system of claim 17, further comprising an external server for communication between the user interface and the server.

19. The system of claim 17, further comprising a second communication path electronically linking the server to an external data source.

20. An automated system for leasing a vehicle, the system comprising:

(a) a user interface;

(b) a server having memory and a processor, wherein the processor contains at least one program to perform the following acts:

(i) electronically soliciting at the user interface terms for a vehicle lease,

(ii) computing payment terms at a server for the lease based on the terms of the lease and a desired rate of return for the lease,

(iii) generating a report at the user interface showing the payment terms for the lease,

(iv) receiving instructions from the user interface to go forward with the vehicle lease,

(v) electronically soliciting from a lessee at the user interface identification information, including identification information for an individual user of the leased vehicle,

(vi) receiving and storing in the server the identification information,

(vii) scoring the lessee's credit using external credit checking databases,

(viii) providing a credit report detailing a credit score for the lessee, and

(ix) generating documentation for the vehicle lease such that the user at the user interface may complete the documentation; and

(c) a communication path electronically linking the user interface to the server.

21. The system of claim 20, further comprising an external server for communication between the user interface and the server.

22. The system of claim 20, further comprising a second communication path electronically linking the server to an external data source.

Fig. 1

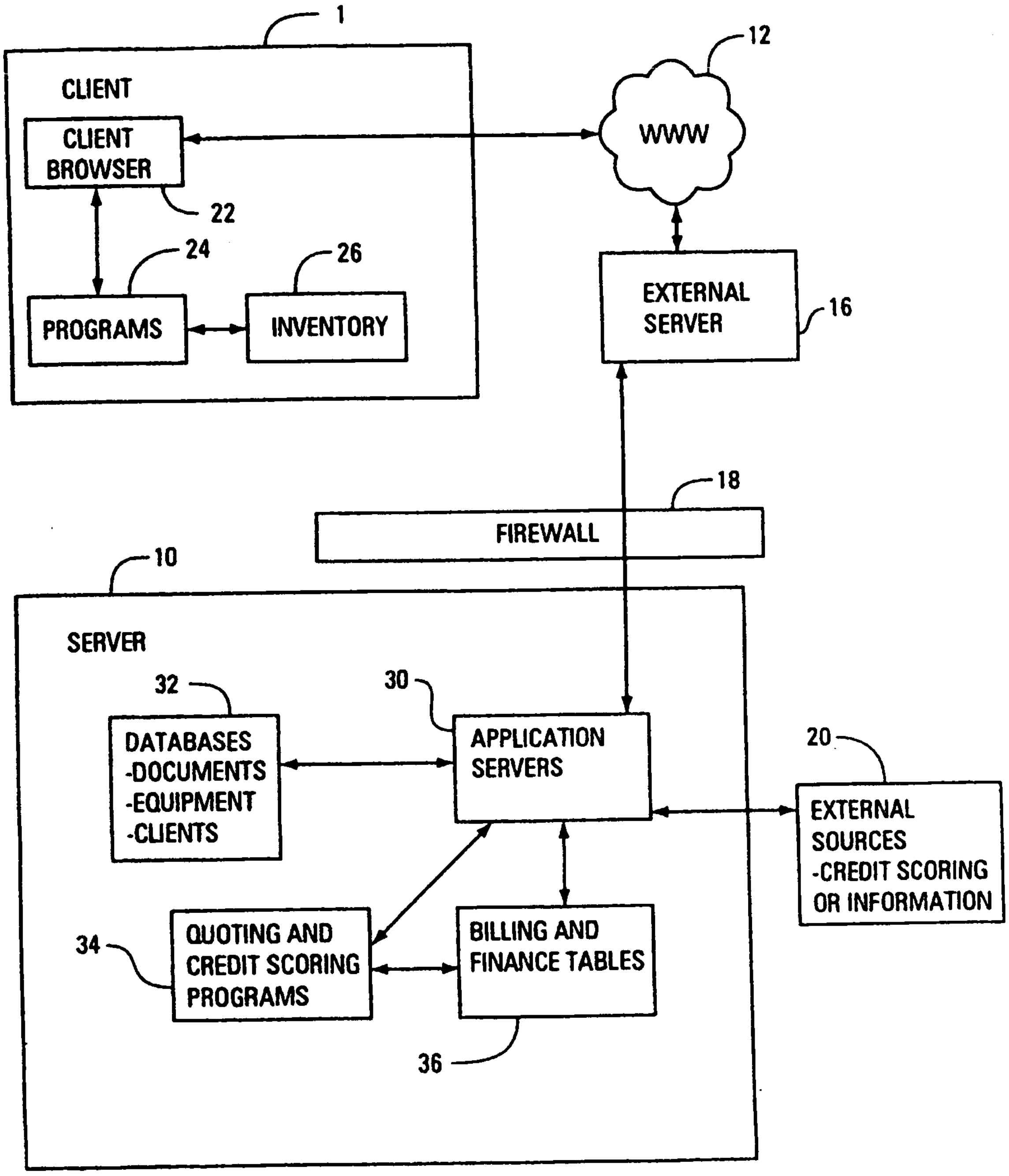

1
CLIENT
CLIENT BROWSER
22
24
26
PROGRAMS
INVENTORY
12
WWW
EXTERNAL SERVER
16
18
FIREWALL
10
SERVER
32
30
DATABASES
-DOCUMENTS
-EQUIPMENT
-CLIENTS
APPLICATION SERVERS
20
EXTERNAL SOURCES
-CREDIT SCORING OR INFORMATION
34
QUOTING AND CREDIT SCORING PROGRAMS
BILLING AND FINANCE TABLES
36

FIG. 2

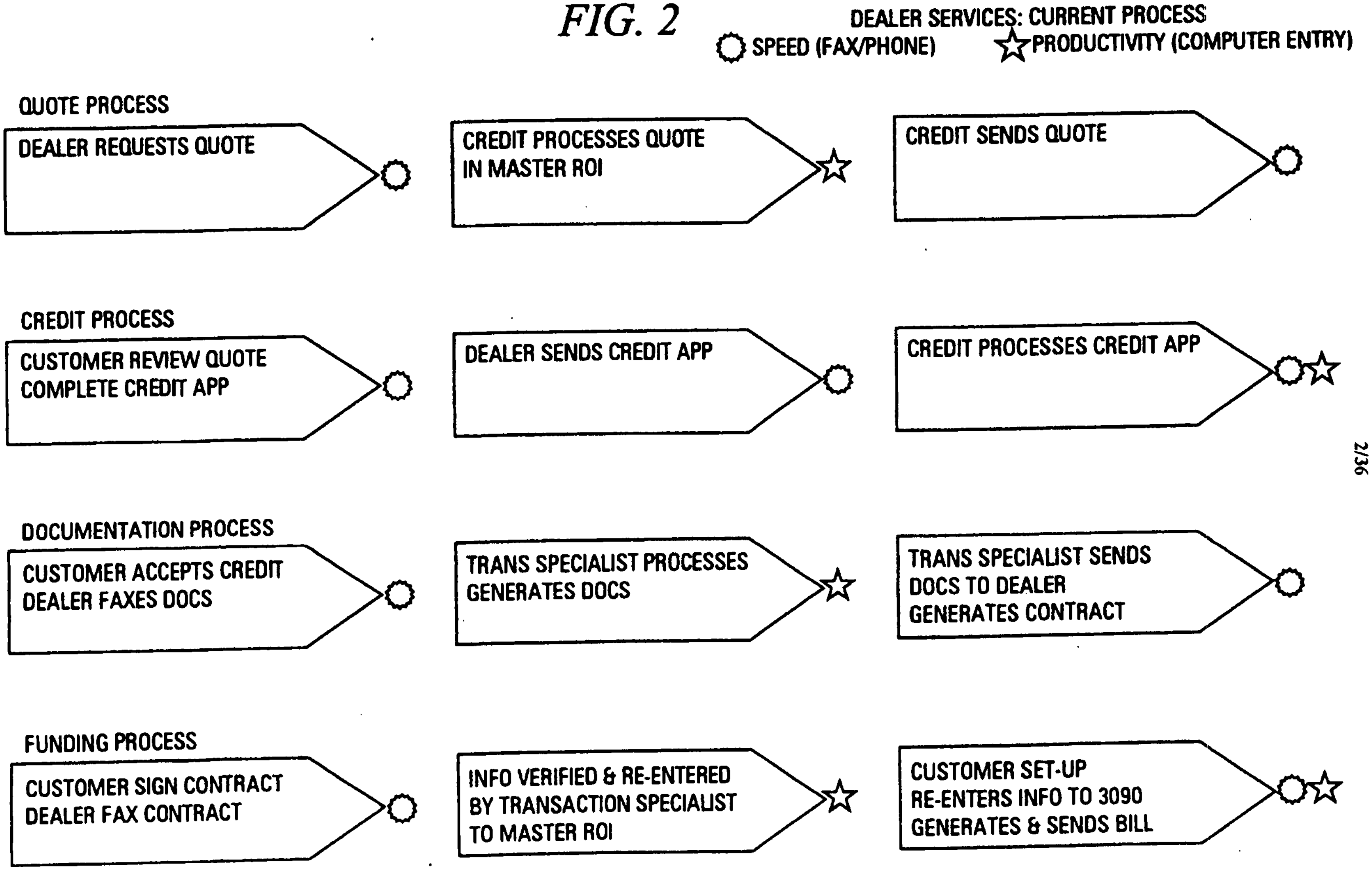

DEALER SERVICES: CURRENT PROCESS
○ SPEED (FAX/PHONE)
☆ PRODUCTIVITY (COMPUTER ENTRY)
QUOTE PROCESS
DEALER REQUESTS QUOTE
CREDIT PROCESSES QUOTE IN MASTER ROI
CREDIT SENDS QUOTE
CREDIT PROCESS
CUSTOMER REVIEW QUOTE COMPLETE CREDIT APP
DEALER SENDS CREDIT APP
CREDIT PROCESSES CREDIT APP
DOCUMENTATION PROCESS
CUSTOMER ACCEPTS CREDIT DEALER FAXES DOCS
TRANS SPECIALIST PROCESSES GENERATES DOCS
TRANS SPECIALIST SENDS DOCS TO DEALER GENERATES CONTRACT
FUNDING PROCESS
CUSTOMER SIGN CONTRACT DEALER FAX CONTRACT
INFO VERIFIED & RE-ENTERED BY TRANSACTION SPECIALIST TO MASTER ROI
CUSTOMER SET-UP RE-ENTERS INFO TO 3090 GENERATES & SENDS BILL

Fig. 3

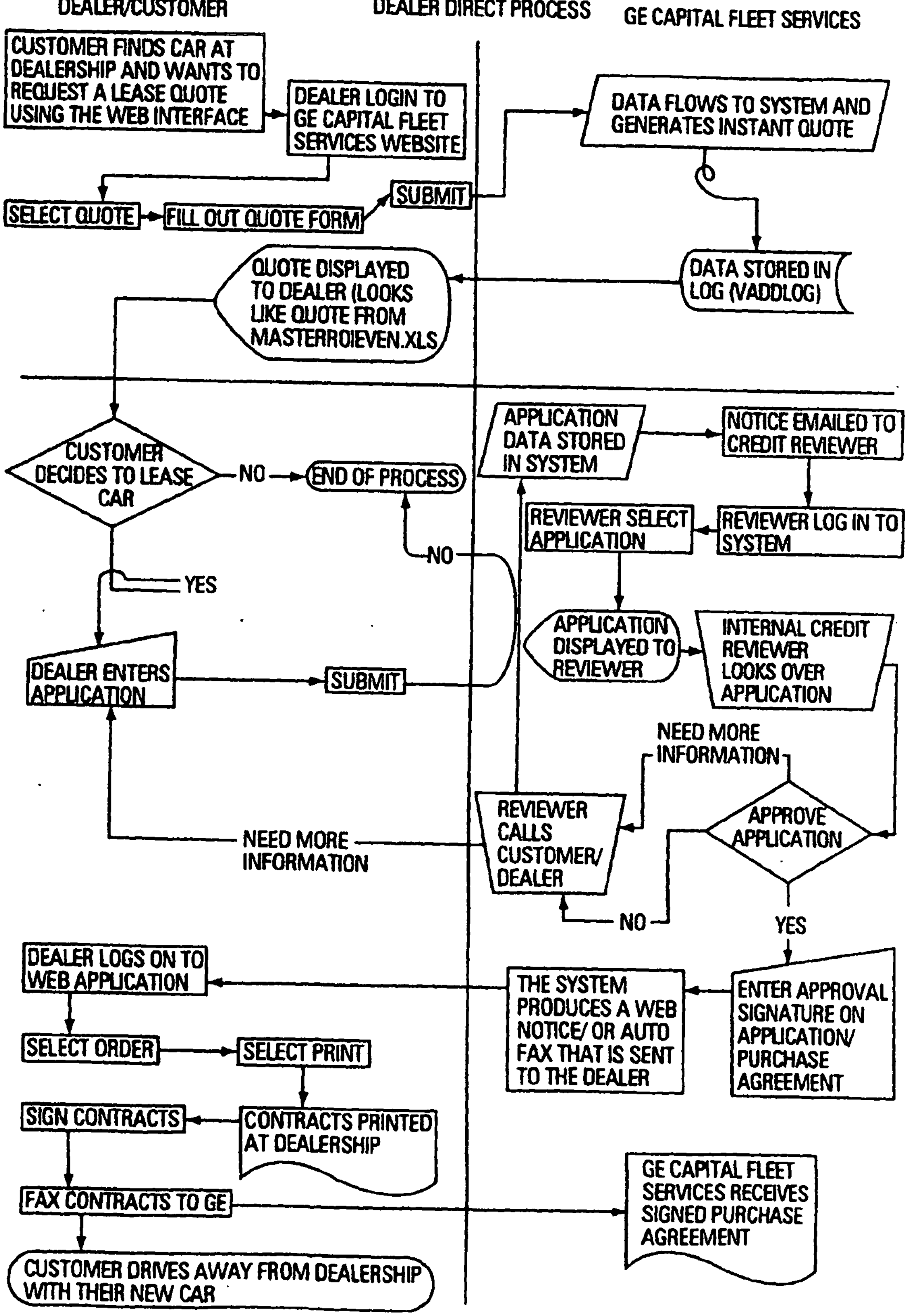

DEALER/CUSTOMER
DEALER DIRECT PROCESS
GE CAPITAL FLEET SERVICES
CUSTOMER FINDS CAR AT DEALERSHIP AND WANTS TO REQUEST A LEASE QUOTE USING THE WEB INTERFACE
DEALER LOGIN TO GE CAPITAL FLEET SERVICES WEBSITE
SELECT QUOTE
FILL OUT QUOTE FORM
SUBMIT
DATA FLOWS TO SYSTEM AND GENERATES INSTANT QUOTE
DATA STORED IN LOG (VADDLOG)
QUOTE DISPLAYED TO DEALER (LOOKS LIKE QUOTE FROM MASTERROIEVEN.XLS
CUSTOMER DECIDES TO LEASE CAR
NO
END OF PROCESS
YES
NO
DEALER ENTERS APPLICATION
SUBMIT
APPLICATION DATA STORED IN SYSTEM
NOTICE EMAILED TO CREDIT REVIEWER
REVIEWER LOG IN TO SYSTEM
REVIEWER SELECT APPLICATION
APPLICATION DISPLAYED TO REVIEWER
INTERNAL CREDIT REVIEWER LOOKS OVER APPLICATION
NEED MORE INFORMATION
APPROVE APPLICATION
REVIEWER CALLS CUSTOMER/ DEALER
NEED MORE INFORMATION
NO
YES
ENTER APPROVAL SIGNATURE ON APPLICATION/ PURCHASE AGREEMENT
THE SYSTEM PRODUCES A WEB NOTICE/ OR AUTO FAX THAT IS SENT TO THE DEALER
DEALER LOGS ON TO WEB APPLICATION
SELECT ORDER
SELECT PRINT
CONTRACTS PRINTED AT DEALERSHIP
SIGN CONTRACTS
FAX CONTRACTS TO GE
GE CAPITAL FLEET SERVICES RECEIVES SIGNED PURCHASE AGREEMENT
CUSTOMER DRIVES AWAY FROM DEALERSHIP WITH THEIR NEW CAR

Fig. 4

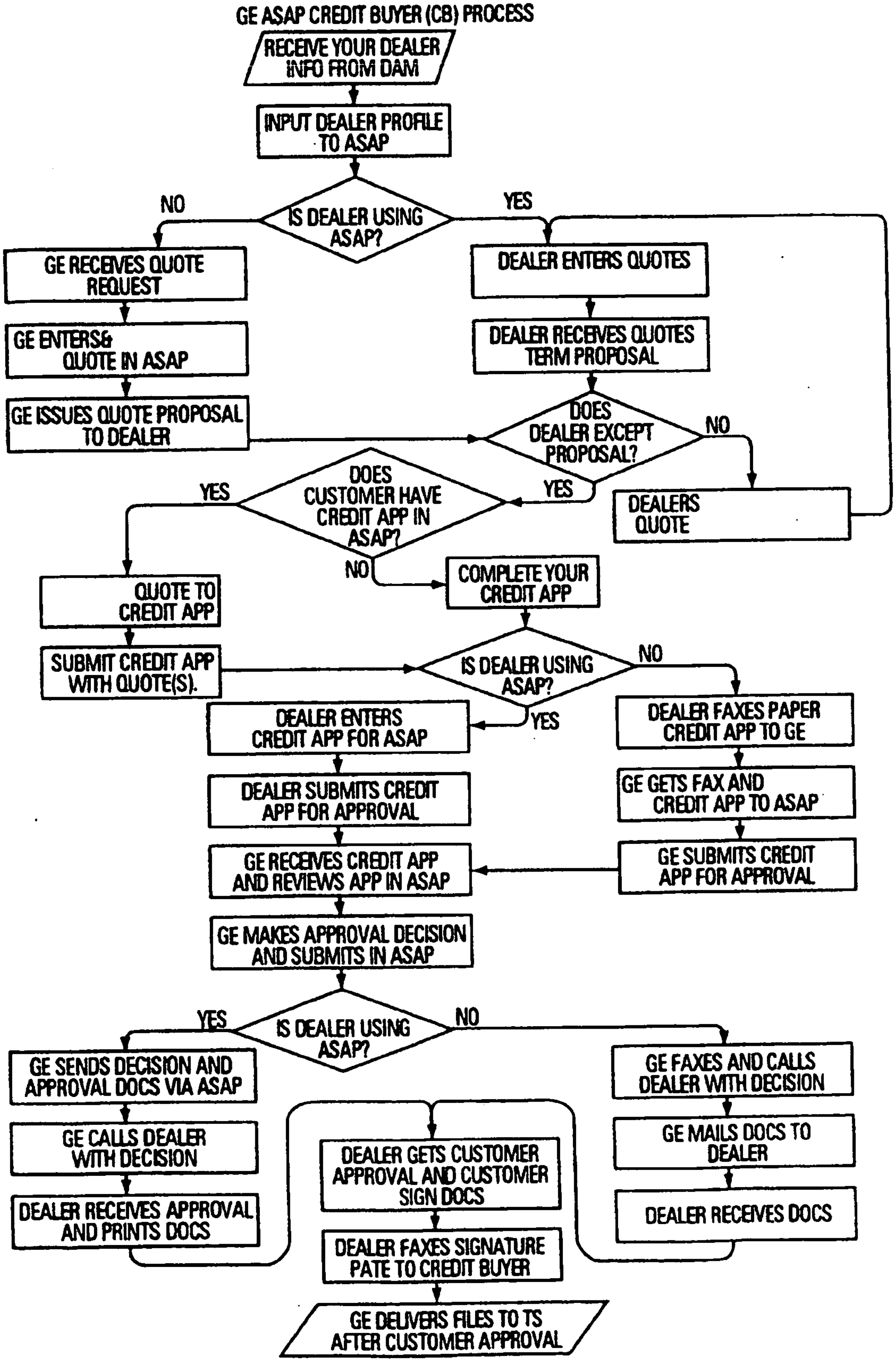

GE ASAP CREDIT BUYER (CB) PROCESS
RECEIVE YOUR DEALER INFO FROM DAM
INPUT DEALER PROFILE TO ASAP
IS DEALER USING ASAP?
NO
YES
GE RECEIVES QUOTE REQUEST
GE ENTERS& QUOTE IN ASAP
GE ISSUES QUOTE PROPOSAL TO DEALER
DEALER ENTERS QUOTES
DEALER RECEIVES QUOTES TERM PROPOSAL
DOES DEALER EXCEPT PROPOSAL?
NO
YES
DEALERS QUOTE
DOES CUSTOMER HAVE CREDIT APP IN ASAP?
YES
NO
QUOTE TO CREDIT APP
SUBMIT CREDIT APP WITH QUOTE(S).
COMPLETE YOUR CREDIT APP
IS DEALER USING ASAP?
NO
YES
DEALER ENTERS CREDIT APP FOR ASAP
DEALER SUBMITS CREDIT APP FOR APPROVAL
GE RECEIVES CREDIT APP AND REVIEWS APP IN ASAP
DEALER FAXES PAPER CREDIT APP TO GE
GE GETS FAX AND CREDIT APP TO ASAP
GE SUBMITS CREDIT APP FOR APPROVAL
GE MAKES APPROVAL DECISION AND SUBMITS IN ASAP
IS DEALER USING ASAP?
YES
NO
GE SENDS DECISION AND APPROVAL DOCS VIA ASAP
GE CALLS DEALER WITH DECISION
DEALER RECEIVES APPROVAL AND PRINTS DOCS
DEALER GETS CUSTOMER APPROVAL AND CUSTOMER SIGN DOCS
DEALER FAXES SIGNATURE PATE TO CREDIT BUYER
GE DELIVERS FILES TO TS AFTER CUSTOMER APPROVAL
GE FAXES AND CALLS DEALER WITH DECISION
GE MAILS DOCS TO DEALER
DEALER RECEIVES DOCS

Fig. 5

GE ASAP SPECIALTY MARKETS SALES (SMS) PROCESS

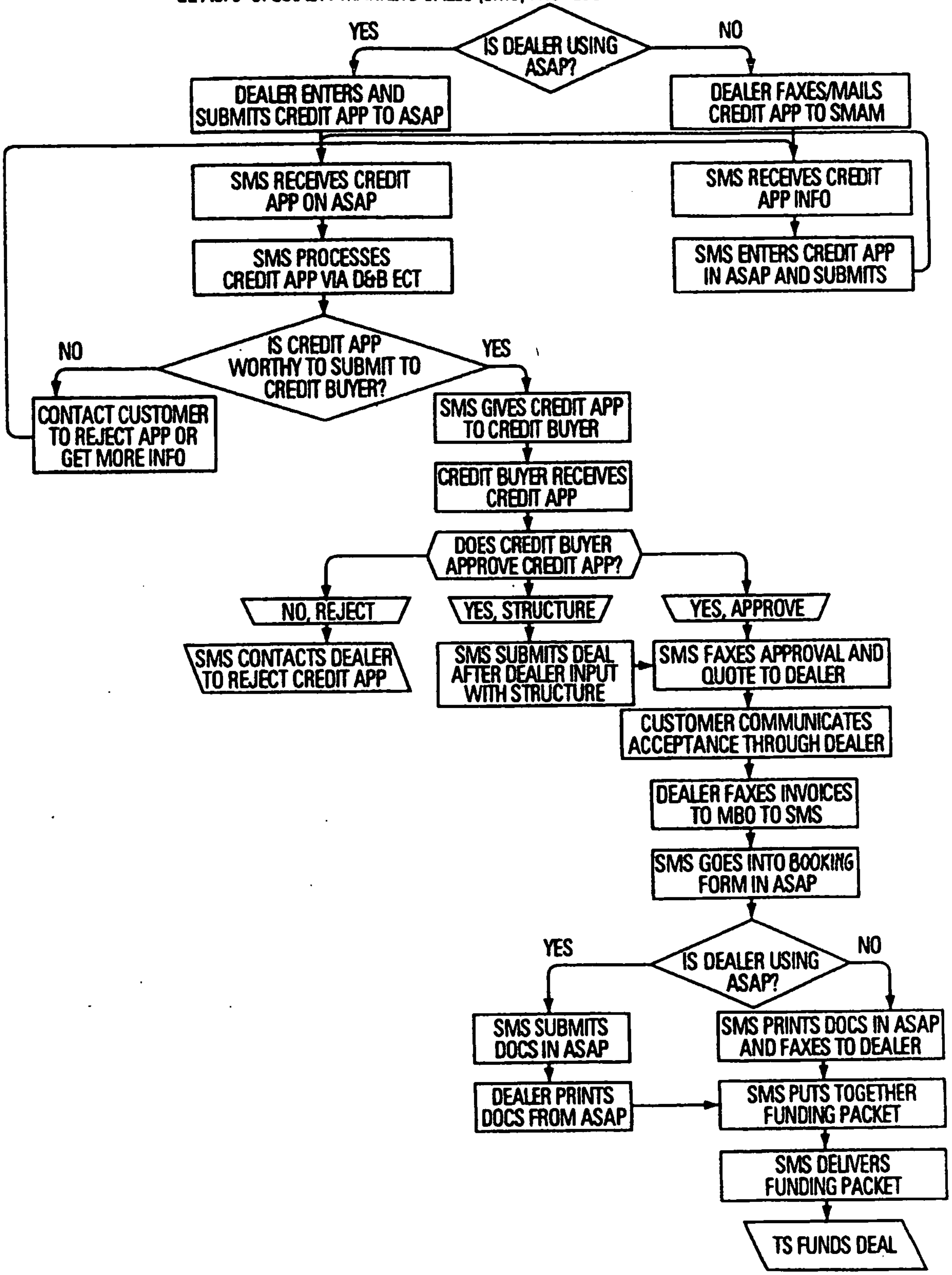

IS DEALER USING ASAP?
YES
NO
DEALER ENTERS AND SUBMITS CREDIT APP TO ASAP
DEALER FAXES/MAILS CREDIT APP TO SMAM
SMS RECEIVES CREDIT APP ON ASAP
SMS RECEIVES CREDIT APP INFO
SMS PROCESSES CREDIT APP VIA D&B ECT
SMS ENTERS CREDIT APP IN ASAP AND SUBMITS
NO
IS CREDIT APP WORTHY TO SUBMIT TO CREDIT BUYER?
YES
CONTACT CUSTOMER TO REJECT APP OR GET MORE INFO
SMS GIVES CREDIT APP TO CREDIT BUYER
CREDIT BUYER RECEIVES CREDIT APP
DOES CREDIT BUYER APPROVE CREDIT APP?
NO, REJECT
YES, STRUCTURE
YES, APPROVE
SMS CONTACTS DEALER TO REJECT CREDIT APP
SMS SUBMITS DEAL AFTER DEALER INPUT WITH STRUCTURE
SMS FAXES APPROVAL AND QUOTE TO DEALER
CUSTOMER COMMUNICATES ACCEPTANCE THROUGH DEALER
DEALER FAXES INVOICES TO MBO TO SMS
SMS GOES INTO BOOKING FORM IN ASAP
YES
IS DEALER USING ASAP?
NO
SMS SUBMITS DOCS IN ASAP
SMS PRINTS DOCS IN ASAP AND FAXES TO DEALER
DEALER PRINTS DOCS FROM ASAP
SMS PUTS TOGETHER FUNDING PACKET
SMS DELIVERS FUNDING PACKET
TS FUNDS DEAL

Fig. 6

GE ASAP TRANSACTION SPECIALIST BASIC PROCESS

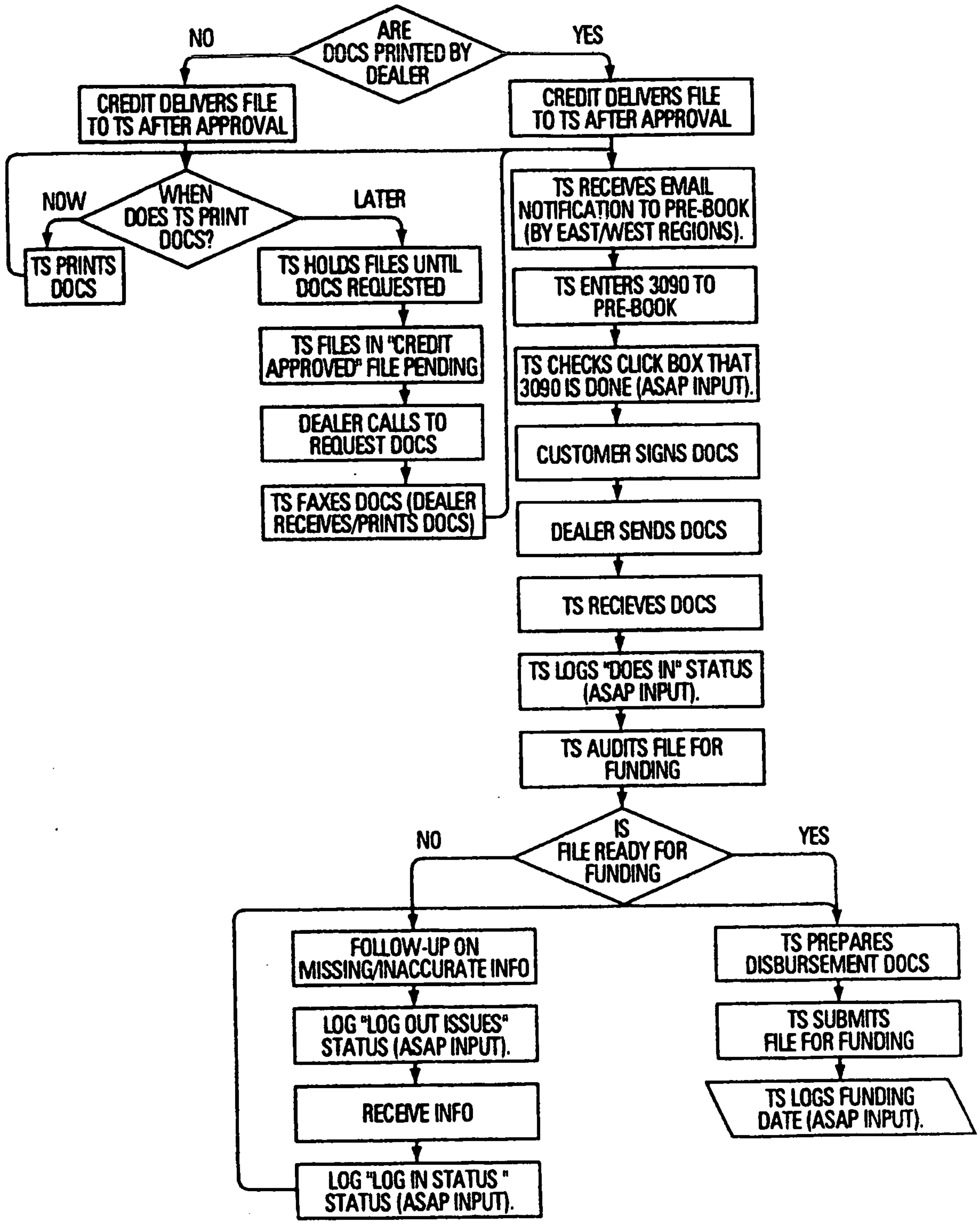

ARE DOCS PRINTED BY DEALER
NO
YES
CREDIT DELIVERS FILE TO TS AFTER APPROVAL
CREDIT DELIVERS FILE TO TS AFTER APPROVAL
WHEN DOES TS PRINT DOCS?
NOW
LATER
TS PRINTS DOCS
TS HOLDS FILES UNTIL DOCS REQUESTED
TS FILES IN "CREDIT APPROVED" FILE PENDING
DEALER CALLS TO REQUEST DOCS
TS FAXES DOCS (DEALER RECEIVES/PRINTS DOCS)
TS RECEIVES EMAIL NOTIFICATION TO PRE-BOOK (BY EAST/WEST REGIONS).
TS ENTERS 3090 TO PRE-BOOK
TS CHECKS CLICK BOX THAT 3090 IS DONE (ASAP INPUT).
CUSTOMER SIGNS DOCS
DEALER SENDS DOCS
TS RECIEVES DOCS
TS LOGS "DOES IN" STATUS (ASAP INPUT).
TS AUDITS FILE FOR FUNDING
IS FILE READY FOR FUNDING
NO
YES
FOLLOW-UP ON MISSING/INACCURATE INFO
LOG "LOG OUT ISSUES" STATUS (ASAP INPUT).
RECEIVE INFO
LOG "LOG IN STATUS " STATUS (ASAP INPUT).
TS PREPARES DISBURSEMENT DOCS
TS SUBMITS FILE FOR FUNDING
TS LOGS FUNDING DATE (ASAP INPUT).

Fig. 7

GE ASAP TRANSACTION SPECIALIST EDIT PROCESS

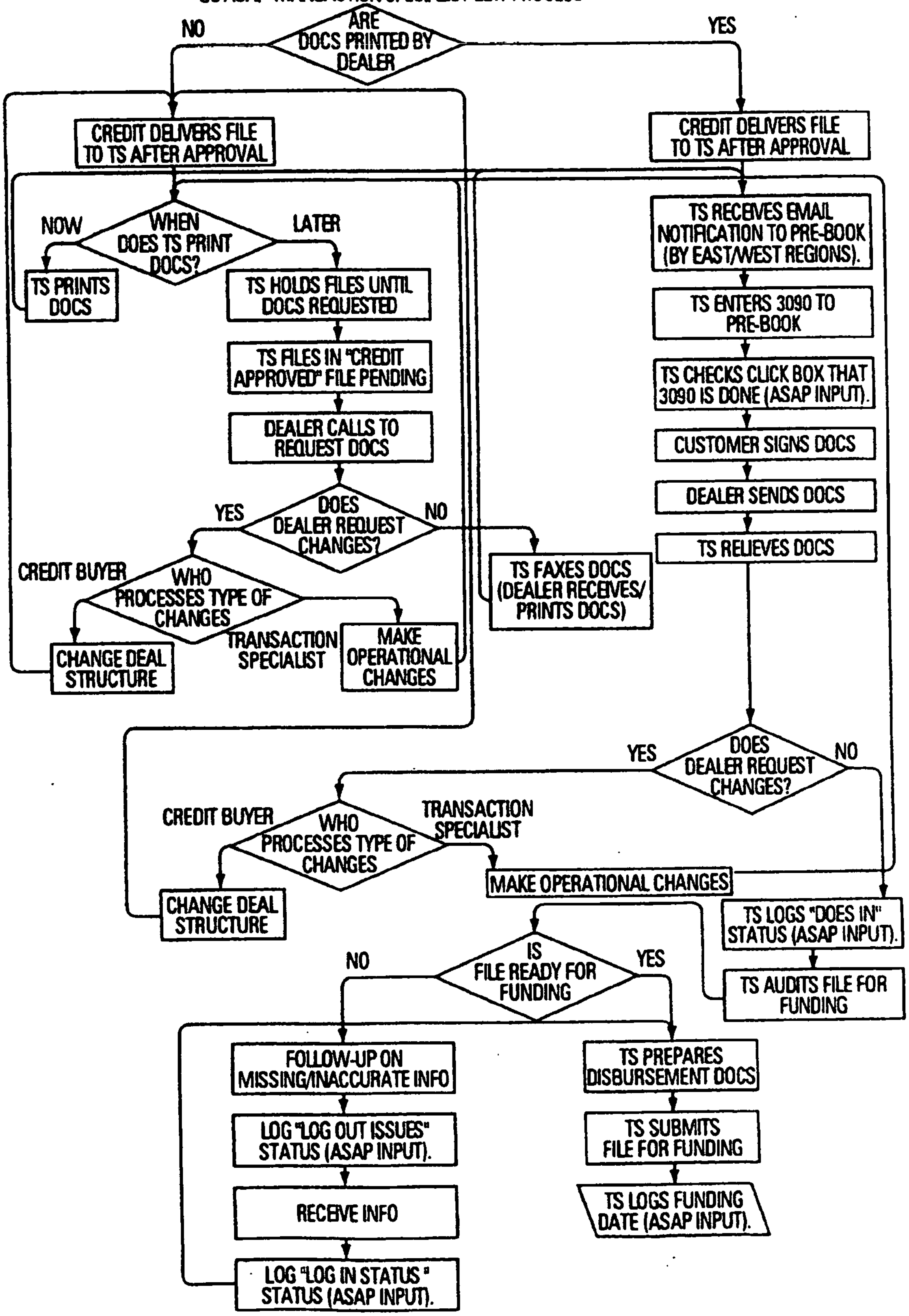

ARE DOCS PRINTED BY DEALER
NO
YES
CREDIT DELIVERS FILE TO TS AFTER APPROVAL
CREDIT DELIVERS FILE TO TS AFTER APPROVAL
WHEN DOES TS PRINT DOCS?
NOW
LATER
TS PRINTS DOCS
TS HOLDS FILES UNTIL DOCS REQUESTED
TS FILES IN "CREDIT APPROVED" FILE PENDING
DEALER CALLS TO REQUEST DOCS
DOES DEALER REQUEST CHANGES?
YES
NO
WHO PROCESSES TYPE OF CHANGES
CREDIT BUYER
TRANSACTION SPECIALIST
CHANGE DEAL STRUCTURE
MAKE OPERATIONAL CHANGES
TS FAXES DOCS (DEALER RECEIVES/ PRINTS DOCS)
TS RECEIVES EMAIL NOTIFICATION TO PRE-BOOK (BY EAST/WEST REGIONS).
TS ENTERS 3090 TO PRE-BOOK
TS CHECKS CLICK BOX THAT 3090 IS DONE (ASAP INPUT).
CUSTOMER SIGNS DOCS
DEALER SENDS DOCS
TS RELIEVES DOCS
DOES DEALER REQUEST CHANGES?
YES
NO
WHO PROCESSES TYPE OF CHANGES
CREDIT BUYER
TRANSACTION SPECIALIST
CHANGE DEAL STRUCTURE
MAKE OPERATIONAL CHANGES
TS LOGS "DOES IN" STATUS (ASAP INPUT).
TS AUDITS FILE FOR FUNDING
IS FILE READY FOR FUNDING
NO
YES
FOLLOW-UP ON MISSING/INACCURATE INFO
LOG "LOG OUT ISSUES" STATUS (ASAP INPUT).
RECEIVE INFO
LOG "LOG IN STATUS" STATUS (ASAP INPUT).
TS PREPARES DISBURSEMENT DOCS
TS SUBMITS FILE FOR FUNDING
TS LOGS FUNDING DATE (ASAP INPUT).

Fig. 8

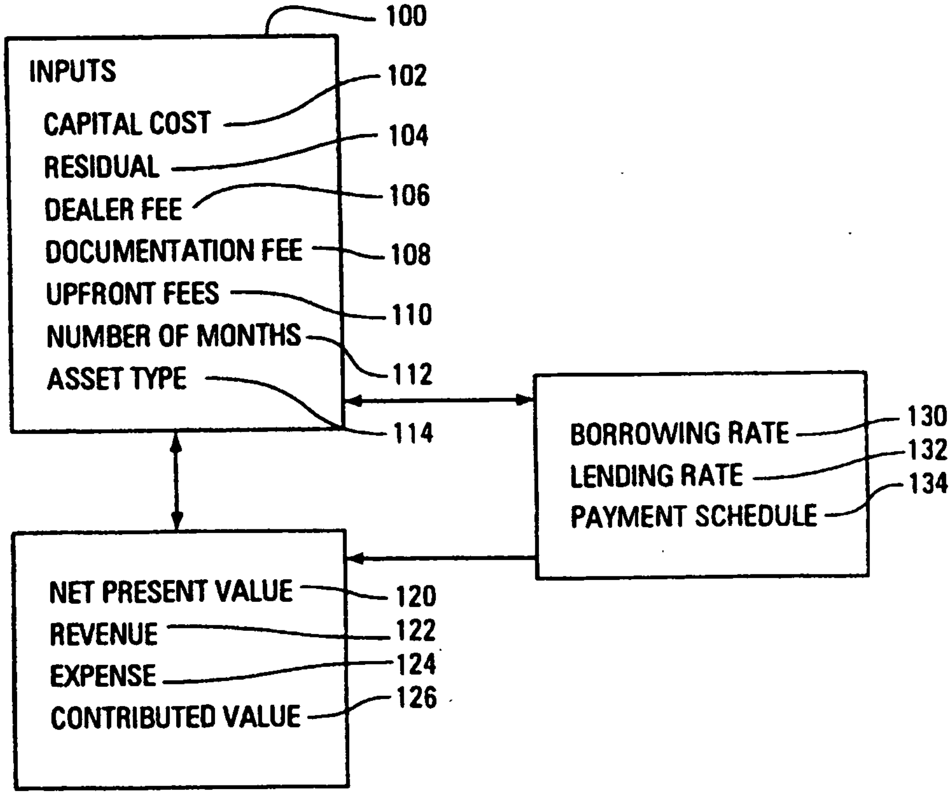
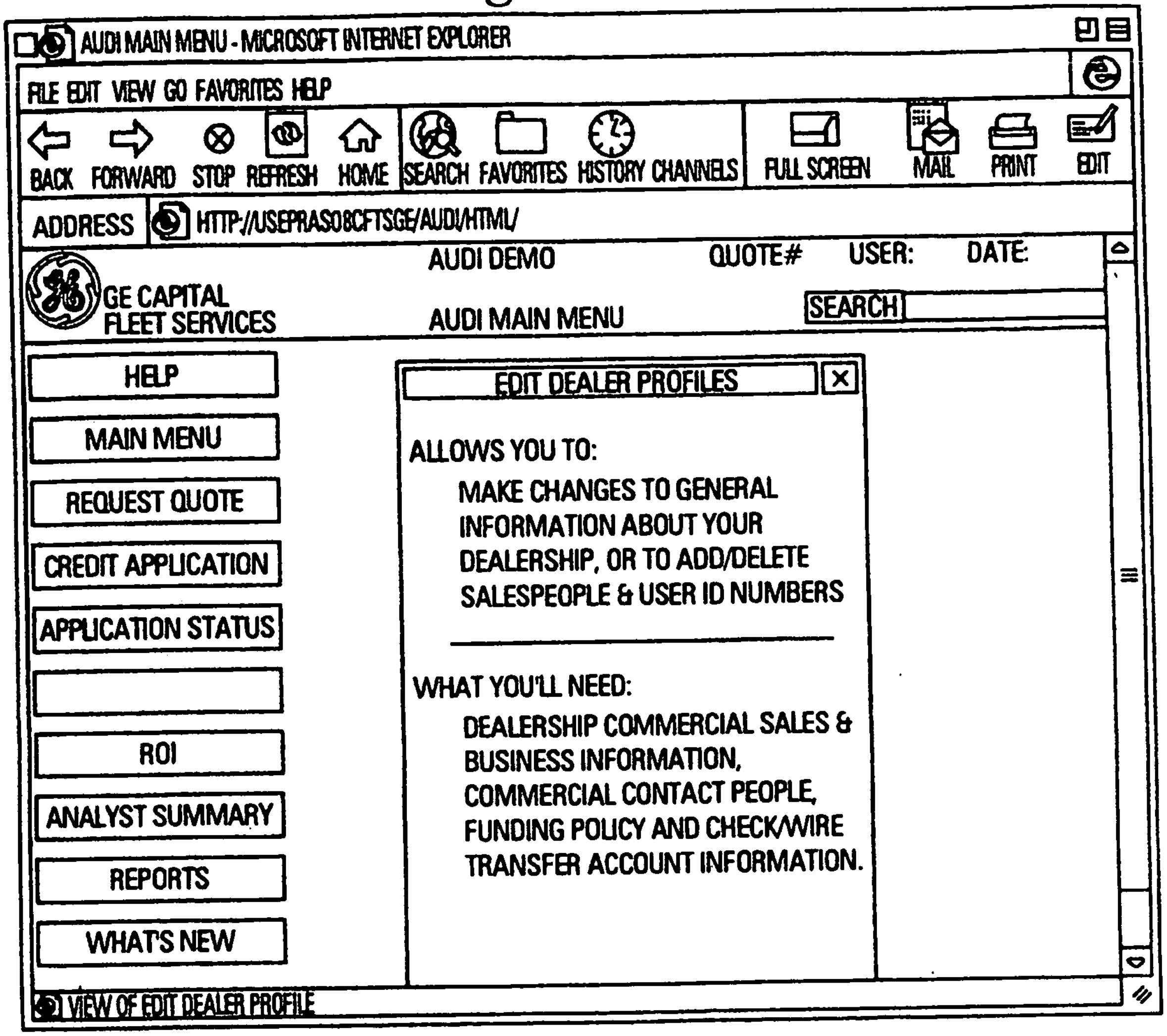

100
INPUTS
CAPITAL COST
102
RESIDUAL
104
DEALER FEE
106
DOCUMENTATION FEE
108
UPFRONT FEES
110
NUMBER OF MONTHS
112
ASSET TYPE
114
BORROWING RATE
130
LENDING RATE
132
PAYMENT SCHEDULE
134
NET PRESENT VALUE
120
REVENUE
122
EXPENSE
124
CONTRIBUTED VALUE
126

Fig. 9


AUDI MAIN MENU - MICROSOFT INTERNET EXPLORER
FILE EDIT VIEW GO FAVORITES HELP
BACK
FORWARD
STOP
REFRESH
HOME
SEARCH
FAVORITES
HISTORY
CHANNELS
FULL SCREEN
MAIL
PRINT
EDIT
ADDRESS
HTTP://USEPRAS08CFTSGE/AUDI/HTML/
GE CAPITAL FLEET SERVICES
AUDI DEMO
QUOTE#
USER:
DATE:
AUDI MAIN MENU
SEARCH
HELP
MAIN MENU
REQUEST QUOTE
CREDIT APPLICATION
APPLICATION STATUS
ROI
ANALYST SUMMARY
REPORTS
WHAT'S NEW
EDIT DEALER PROFILES
VIEW OF EDIT DEALER PROFILE

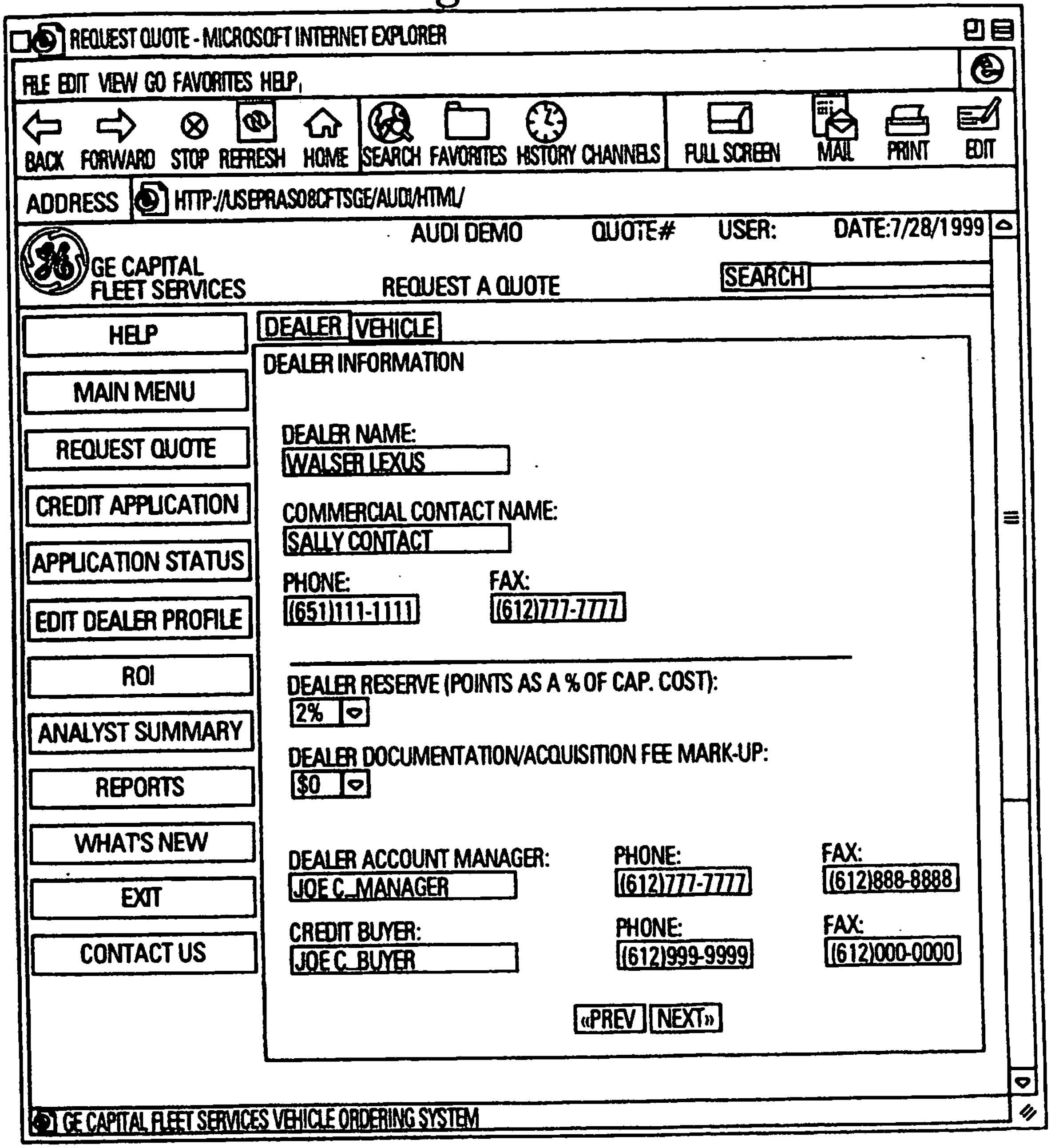
ALLOWS YOU TO:

MAKE CHANGES TO GENERAL INFORMATION ABOUT YOUR DEALERSHIP, OR TO ADD/DELETE SALESPEOPLE & USER ID NUMBERS

WHAT YOU'LL NEED:

DEALERSHIP COMMERCIAL SALES & BUSINESS INFORMATION, COMMERCIAL CONTACT PEOPLE, FUNDING POLICY AND CHECK/WIRE TRANSFER ACCOUNT INFORMATION.

Fig. 10


REQUEST QUOTE - MICROSOFT INTERNET EXPLORER
FILE EDIT VIEW GO FAVORITES HELP
BACK
FORWARD
STOP
REFRESH
HOME
SEARCH
FAVORITES
HISTORY
CHANNELS
FULL SCREEN
MAIL
PRINT
EDIT
GE CAPITAL
FLEET SERVICES
REQUEST A QUOTE
SEARCH
HELP
MAIN MENU
REQUEST QUOTE
CREDIT APPLICATION
APPLICATION STATUS
EDIT DEALER PROFILE
ROI
ANALYST SUMMARY
REPORTS
WHAT'S NEW
EXIT
CONTACT US
DEALER
VEHICLE
DEALER INFORMATION
«PREV
NEXT»
GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

ADDRESS: HTTP://USEPRAS08CFTSGE/AUDI/HTML/

AUDI DEMO QUOTE# USER: DATE:7/28/1999

DEALER NAME: WALSER LEXUS

COMMERCIAL CONTACT NAME: SALLY CONTACT

PHONE: (651)111-1111 FAX: (612)777-7777

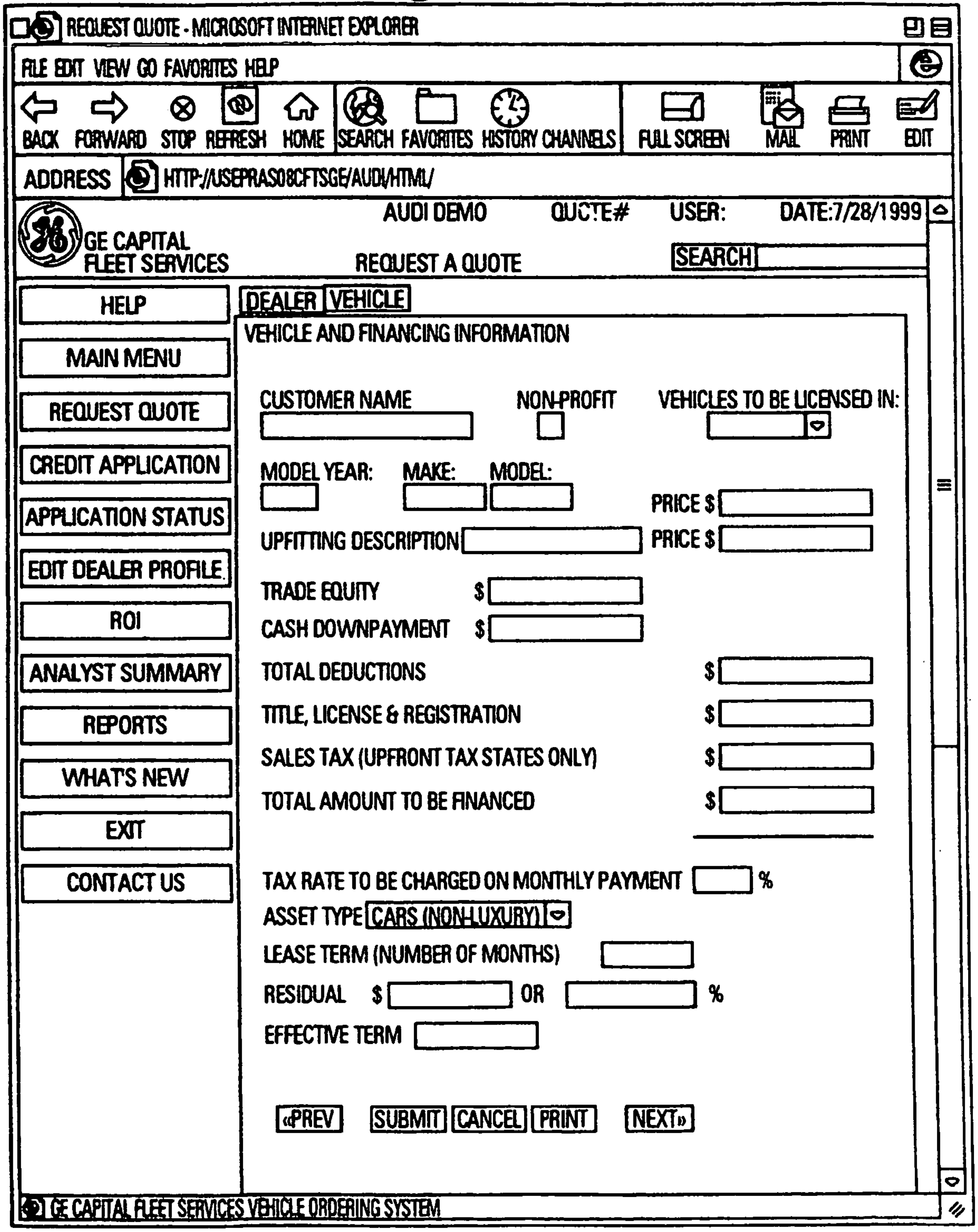
DEALER RESERVE (POINTS AS A % OF CAP. COST): 2%

DEALER DOCUMENTATION/ACQUISITION FEE MARK-UP: $0

DEALER ACCOUNT MANAGER: JOE C. MANAGER PHONE: (612)777-7777 FAX: (612)888-8888

CREDIT BUYER: JOE C. BUYER PHONE: (612)999-9999 FAX: (612)000-0000

Fig. 11


REQUEST QUOTE - MICROSOFT INTERNET EXPLORER
FILE EDIT VIEW GO FAVORITES HELP
BACK
FORWARD
STOP
REFRESH
HOME
SEARCH
FAVORITES
HISTORY
CHANNELS
FULL SCREEN
MAIL
PRINT
EDIT
ADDRESS
HTTP://USEPRAS08CFTSGE/AUDI/HTML/
GE CAPITAL
FLEET SERVICES
SEARCH
HELP
MAIN MENU
REQUEST QUOTE
CREDIT APPLICATION
APPLICATION STATUS
EDIT DEALER PROFILE
ROI
ANALYST SUMMARY
REPORTS
WHAT'S NEW
EXIT
CONTACT US
DEALER
VEHICLE
«PREV
SUBMIT
CANCEL
PRINT
NEXT»
GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

AUDI DEMO QUOTE# USER: DATE:7/28/1999

REQUEST A QUOTE

VEHICLE AND FINANCING INFORMATION

CUSTOMER NAME

NON-PROFIT ☐

VEHICLES TO BE LICENSED IN:

MODEL YEAR: MAKE: MODEL:

PRICE $

UPFITTING DESCRIPTION

PRICE $

TRADE EQUITY $

CASH DOWNPAYMENT $

TOTAL DEDUCTIONS $

TITLE, LICENSE & REGISTRATION $

SALES TAX (UPFRONT TAX STATES ONLY) $

TOTAL AMOUNT TO BE FINANCED $

TAX RATE TO BE CHARGED ON MONTHLY PAYMENT %

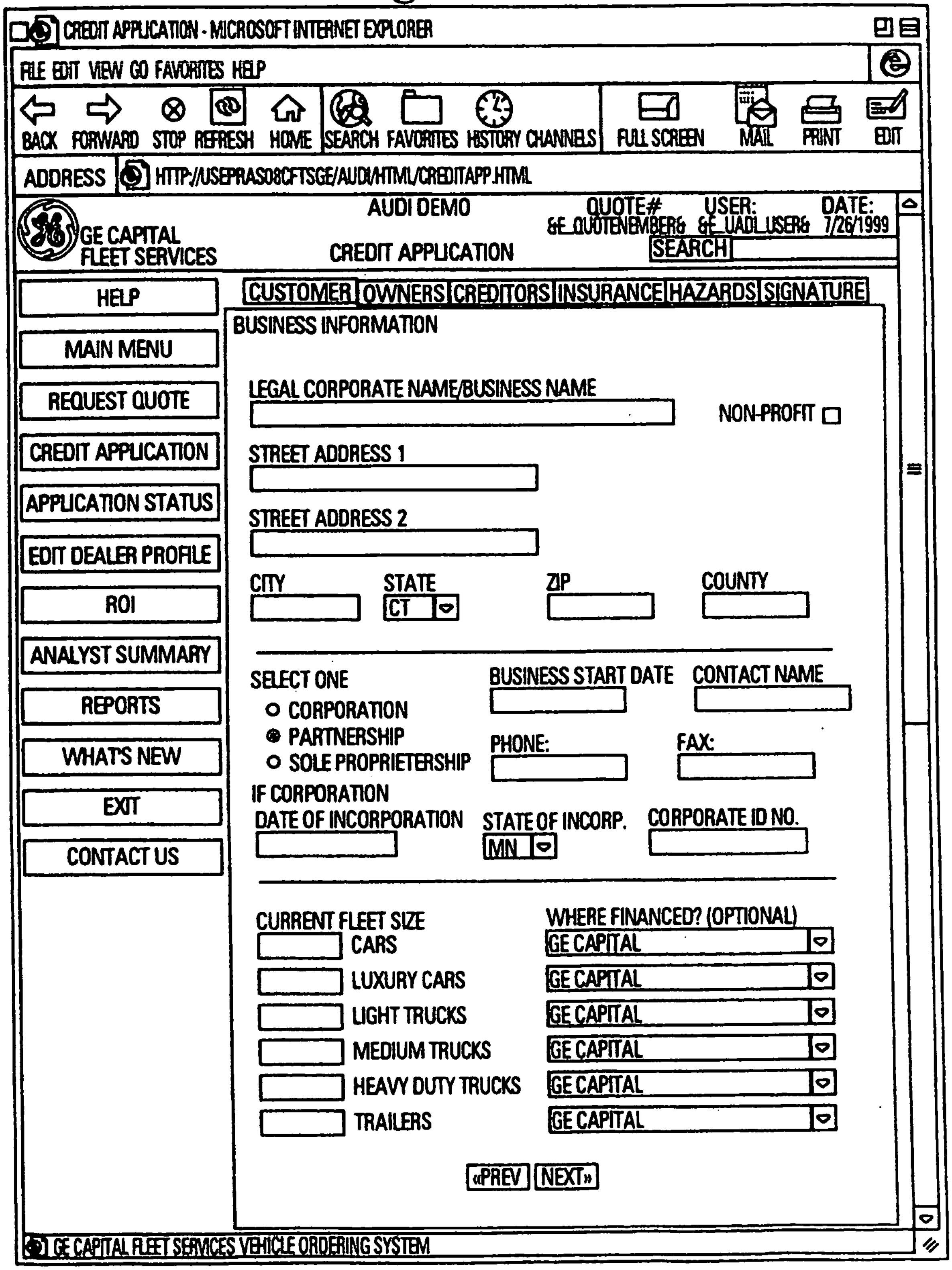
ASSET TYPE CARS (NON-LUXURY)

LEASE TERM (NUMBER OF MONTHS)

RESIDUAL $ OR %

EFFECTIVE TERM

Fig. 12


CREDIT APPLICATION - MICROSOFT INTERNET EXPLORER
FILE EDIT VIEW GO FAVORITES HELP
BACK
FORWARD
STOP
REFRESH
HOME
SEARCH
FAVORITES
HISTORY
CHANNELS
FULL SCREEN
MAIL
PRINT
EDIT
ADDRESS
HTTP://USEPRAS08CFTSGE/AUDI/HTML/CREDITAPP.HTML
GE CAPITAL FLEET SERVICES
SEARCH
HELP
MAIN MENU
REQUEST QUOTE
CREDIT APPLICATION
APPLICATION STATUS
EDIT DEALER PROFILE
ROI
ANALYST SUMMARY
REPORTS
WHAT'S NEW
EXIT
CONTACT US
CUSTOMER
OWNERS
CREDITORS
INSURANCE
HAZARDS
SIGNATURE
«PREV
NEXT»
GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

AUDI DEMO
CREDIT APPLICATION

QUOTE# &E_QUOTENEMBER&
USER: &E_UADI_USER&
DATE: 7/26/1999

BUSINESS INFORMATION

LEGAL CORPORATE NAME/BUSINESS NAME
NON-PROFIT ☐
STREET ADDRESS 1
STREET ADDRESS 2
CITY
STATE: CT
ZIP
COUNTY

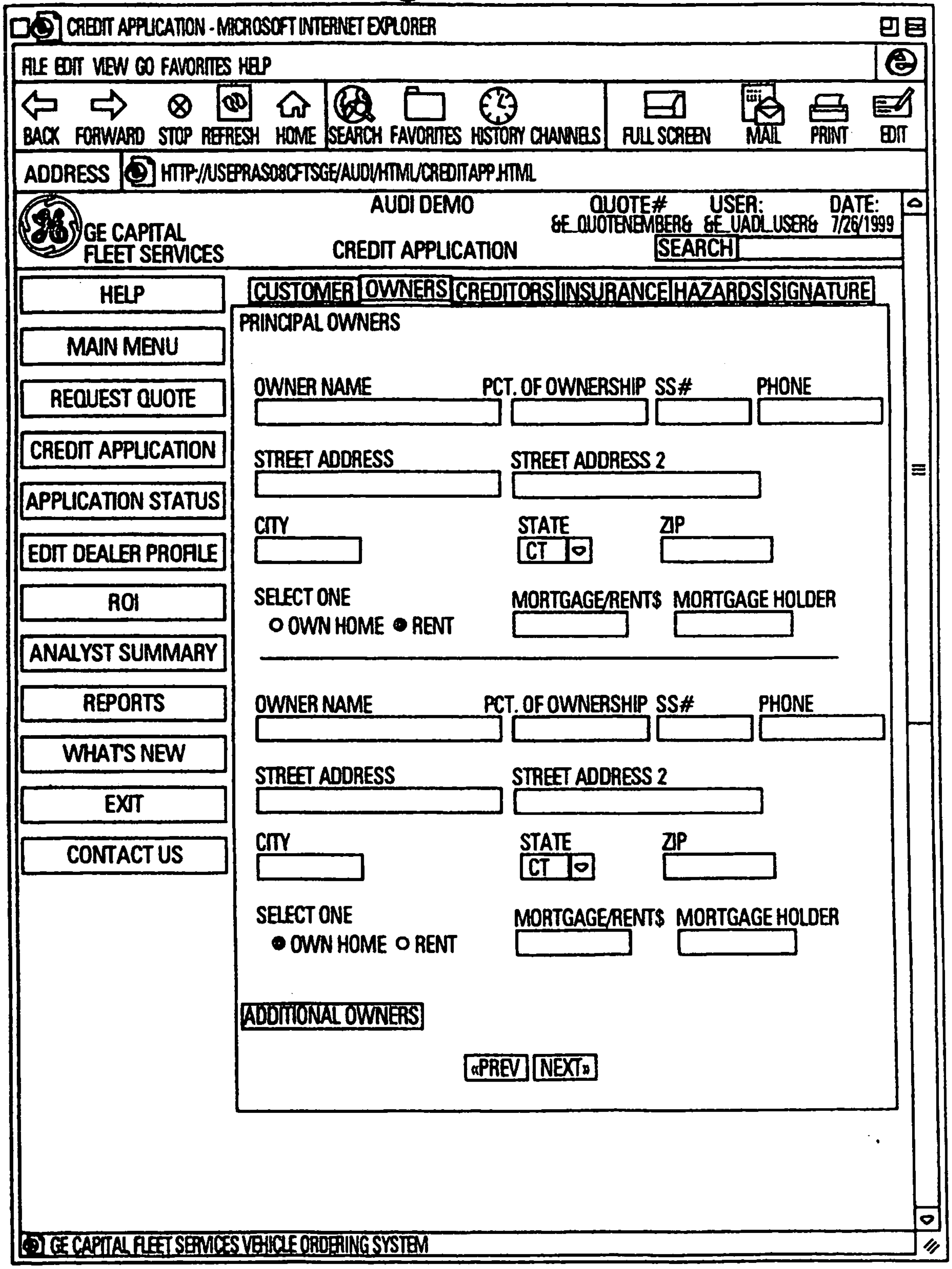
SELECT ONE
○ CORPORATION
● PARTNERSHIP
○ SOLE PROPRIETERSHIP

BUSINESS START DATE
CONTACT NAME
PHONE:
FAX:

IF CORPORATION
DATE OF INCORPORATION
STATE OF INCORP.: MN
CORPORATE ID NO.

CURRENT FLEET SIZE	WHERE FINANCED? (OPTIONAL)
CARS	GE CAPITAL
LUXURY CARS	GE CAPITAL
LIGHT TRUCKS	GE CAPITAL
MEDIUM TRUCKS	GE CAPITAL
HEAVY DUTY TRUCKS	GE CAPITAL
TRAILERS	GE CAPITAL

Fig. 13


CREDIT APPLICATION - MICROSOFT INTERNET EXPLORER
FILE EDIT VIEW GO FAVORITES HELP
BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT
ADDRESS
HTTP://USEPRAS08CFTSGE/AUDI/HTML/CREDITAPP.HTML
GE CAPITAL FLEET SERVICES
AUDI DEMO
CREDIT APPLICATION
SEARCH
HELP
MAIN MENU
REQUEST QUOTE
CREDIT APPLICATION
APPLICATION STATUS
EDIT DEALER PROFILE
ROI
ANALYST SUMMARY
REPORTS
WHAT'S NEW
EXIT
CONTACT US
CUSTOMER OWNERS CREDITORS INSURANCE HAZARDS SIGNATURE
ADDITIONAL OWNERS
«PREV NEXT»
GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

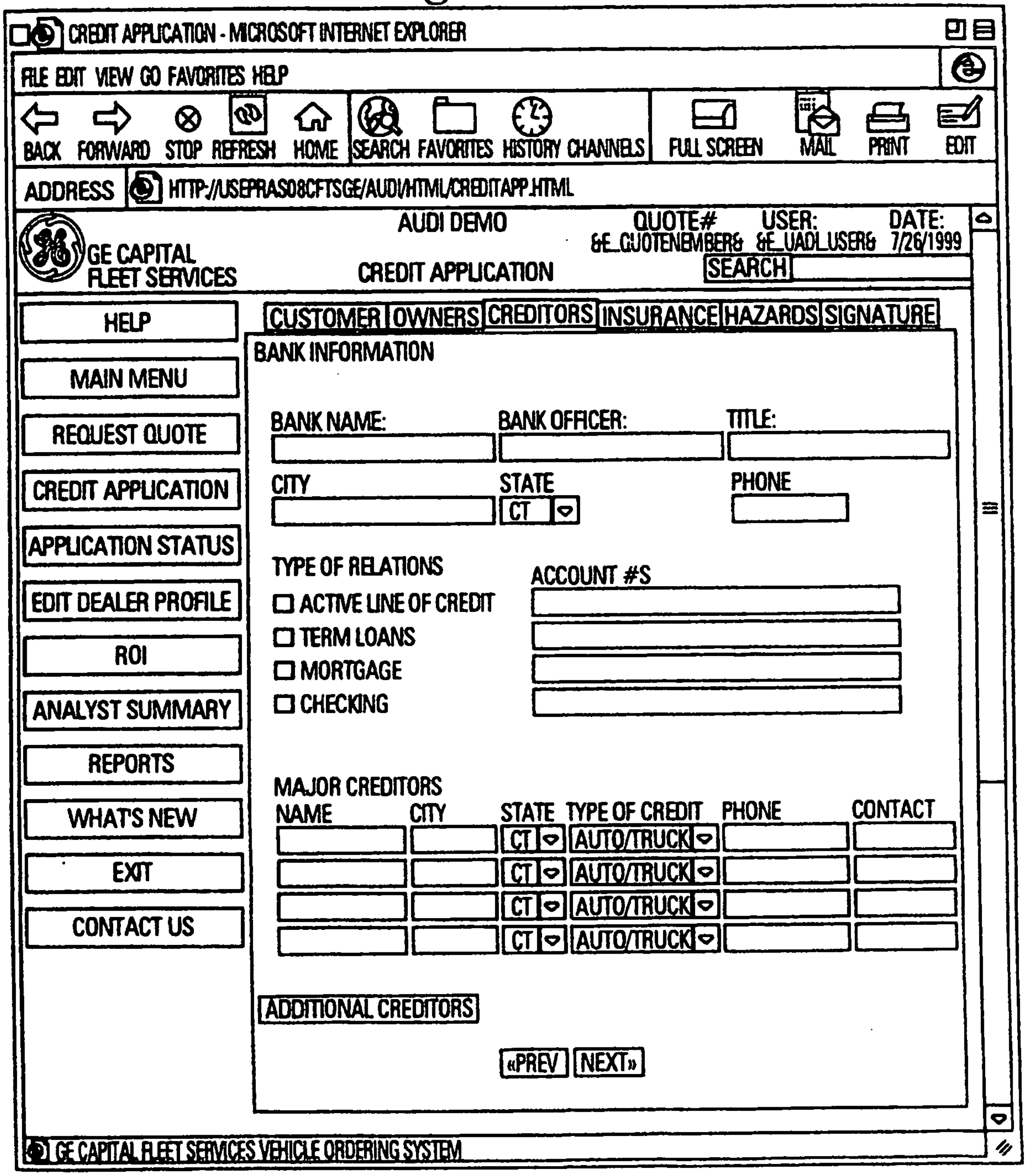
QUOTE# &E_QUOTENEMBER&
USER: &E_UADL_USER&
DATE: 7/26/1999

PRINCIPAL OWNERS

OWNER NAME
PCT. OF OWNERSHIP
SS#
PHONE
STREET ADDRESS
STREET ADDRESS 2
CITY
STATE CT
ZIP
SELECT ONE
○ OWN HOME ● RENT
MORTGAGE/RENT$
MORTGAGE HOLDER

OWNER NAME
PCT. OF OWNERSHIP
SS#
PHONE
STREET ADDRESS
STREET ADDRESS 2
CITY
STATE CT
ZIP
SELECT ONE
● OWN HOME ○ RENT
MORTGAGE/RENT$
MORTGAGE HOLDER

Fig. 14


CREDIT APPLICATION - MICROSOFT INTERNET EXPLORER
FILE EDIT VIEW GO FAVORITES HELP
BACK
FORWARD
STOP
REFRESH
HOME
SEARCH
FAVORITES
HISTORY
CHANNELS
FULL SCREEN
MAIL
PRINT
EDIT
ADDRESS
HELP
MAIN MENU
REQUEST QUOTE
CREDIT APPLICATION
APPLICATION STATUS
EDIT DEALER PROFILE
ROI
ANALYST SUMMARY
REPORTS
WHAT'S NEW
EXIT
CONTACT US
CUSTOMER
OWNERS
CREDITORS
INSURANCE
HAZARDS
SIGNATURE
SEARCH
ADDITIONAL CREDITORS
«PREV
NEXT»

HTTP://USEPRAS08CFTSGE/AUDI/HTML/CREDITAPP.HTML

GE CAPITAL
FLEET SERVICES

AUDI DEMO

CREDIT APPLICATION

QUOTE# &E_QUOTENEMBER&
USER: &E_UADI_USER&
DATE: 7/26/1999

BANK INFORMATION

BANK NAME:
BANK OFFICER:
TITLE:
CITY
STATE CT
PHONE

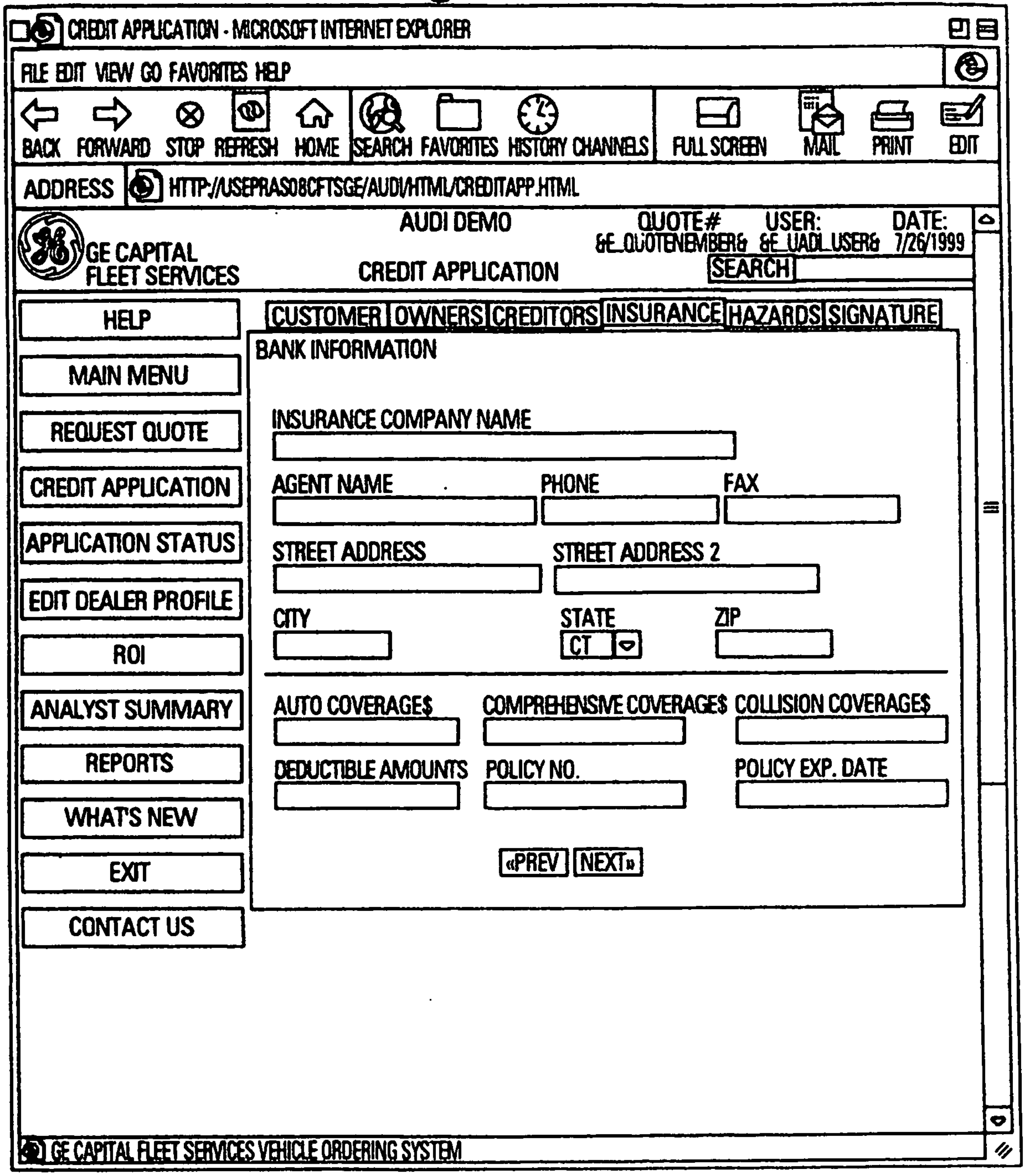
TYPE OF RELATIONS	ACCOUNT #S
☐ ACTIVE LINE OF CREDIT	
☐ TERM LOANS	
☐ MORTGAGE	
☐ CHECKING	

MAJOR CREDITORS

NAME	CITY	STATE	TYPE OF CREDIT	PHONE	CONTACT
		CT	AUTO/TRUCK		
		CT	AUTO/TRUCK		
		CT	AUTO/TRUCK		
		CT	AUTO/TRUCK		

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

Fig. 15


CREDIT APPLICATION - MICROSOFT INTERNET EXPLORER
FILE EDIT VIEW GO FAVORITES HELP
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HTTP://USEPRAS08CFTSGE/AUDI/HTML/CREDITAPP.HTML
GE CAPITAL FLEET SERVICES
AUDI DEMO
CREDIT APPLICATION
QUOTE#
USER:
DATE:
&E_QUOTENEMBER&
&E_UADL_USER&
7/26/1999
SEARCH
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CREDIT APPLICATION
APPLICATION STATUS
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WHAT'S NEW
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CONTACT US
CUSTOMER
OWNERS
CREDITORS
INSURANCE
HAZARDS
SIGNATURE
«PREV
NEXT»
GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

BANK INFORMATION

INSURANCE COMPANY NAME

AGENT NAME

PHONE

FAX

STREET ADDRESS

STREET ADDRESS 2

CITY

STATE CT

ZIP

AUTO COVERAGE$

COMPREHENSIVE COVERAGE$

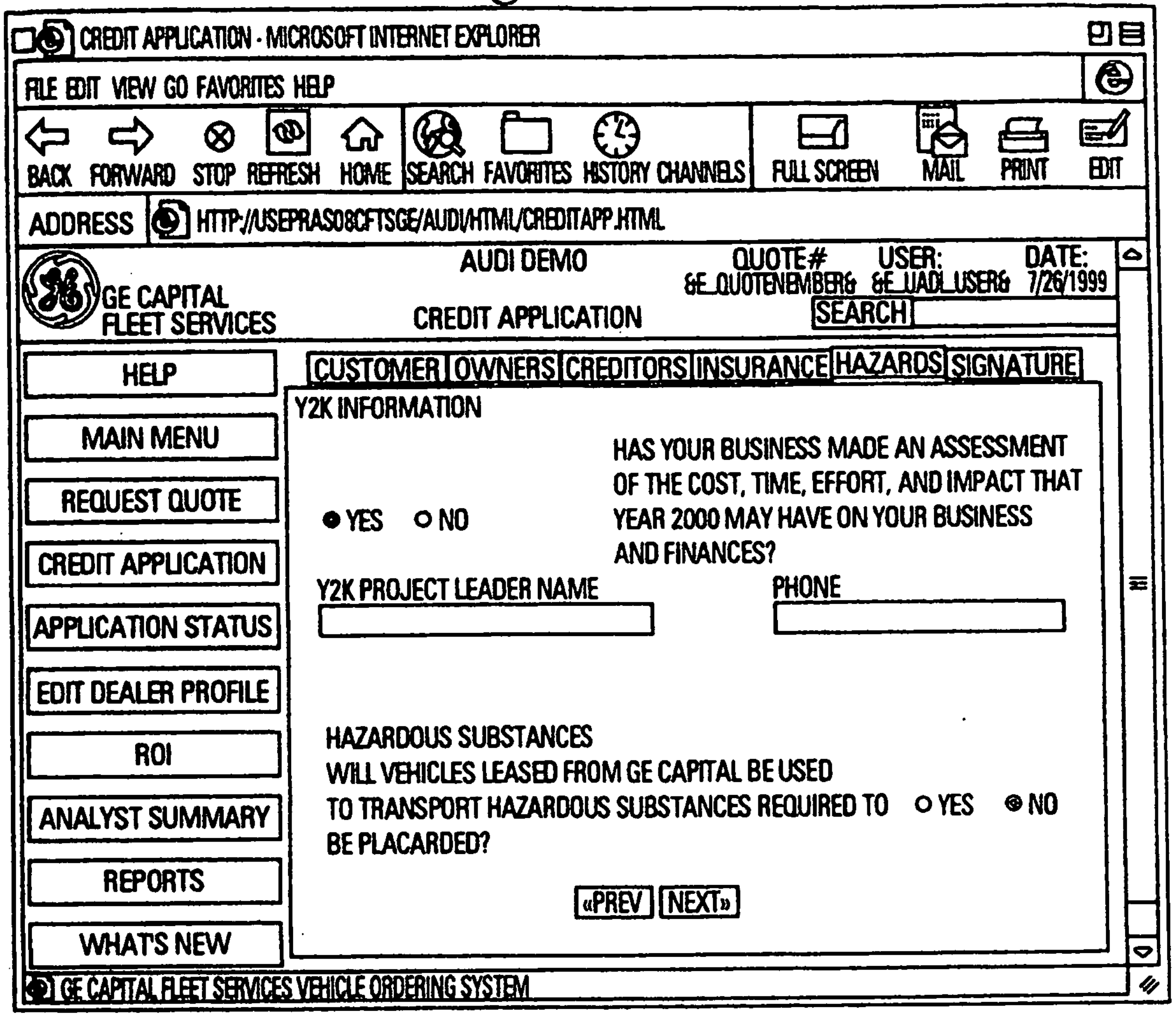
COLLISION COVERAGE$

DEDUCTIBLE AMOUNTS

POLICY NO.

POLICY EXP. DATE

Fig. 16


CREDIT APPLICATION - MICROSOFT INTERNET EXPLORER
FILE EDIT VIEW GO FAVORITES HELP
BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT
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HTTP://USEPRAS08CFTSGE/AUDI/HTML/CREDITAPP.HTML
GE CAPITAL FLEET SERVICES
SEARCH
HELP
MAIN MENU
REQUEST QUOTE
CREDIT APPLICATION
APPLICATION STATUS
EDIT DEALER PROFILE
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ANALYST SUMMARY
REPORTS
WHATS NEW
CUSTOMER OWNERS CREDITORS INSURANCE HAZARDS SIGNATURE
«PREV NEXT»
GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

AUDI DEMO
CREDIT APPLICATION

QUOTE# &E_QUOTENUMBER& USER: &E_UADI_USER& DATE: 7/26/1999

Y2K INFORMATION

HAS YOUR BUSINESS MADE AN ASSESSMENT OF THE COST, TIME, EFFORT, AND IMPACT THAT YEAR 2000 MAY HAVE ON YOUR BUSINESS AND FINANCES? ● YES ○ NO

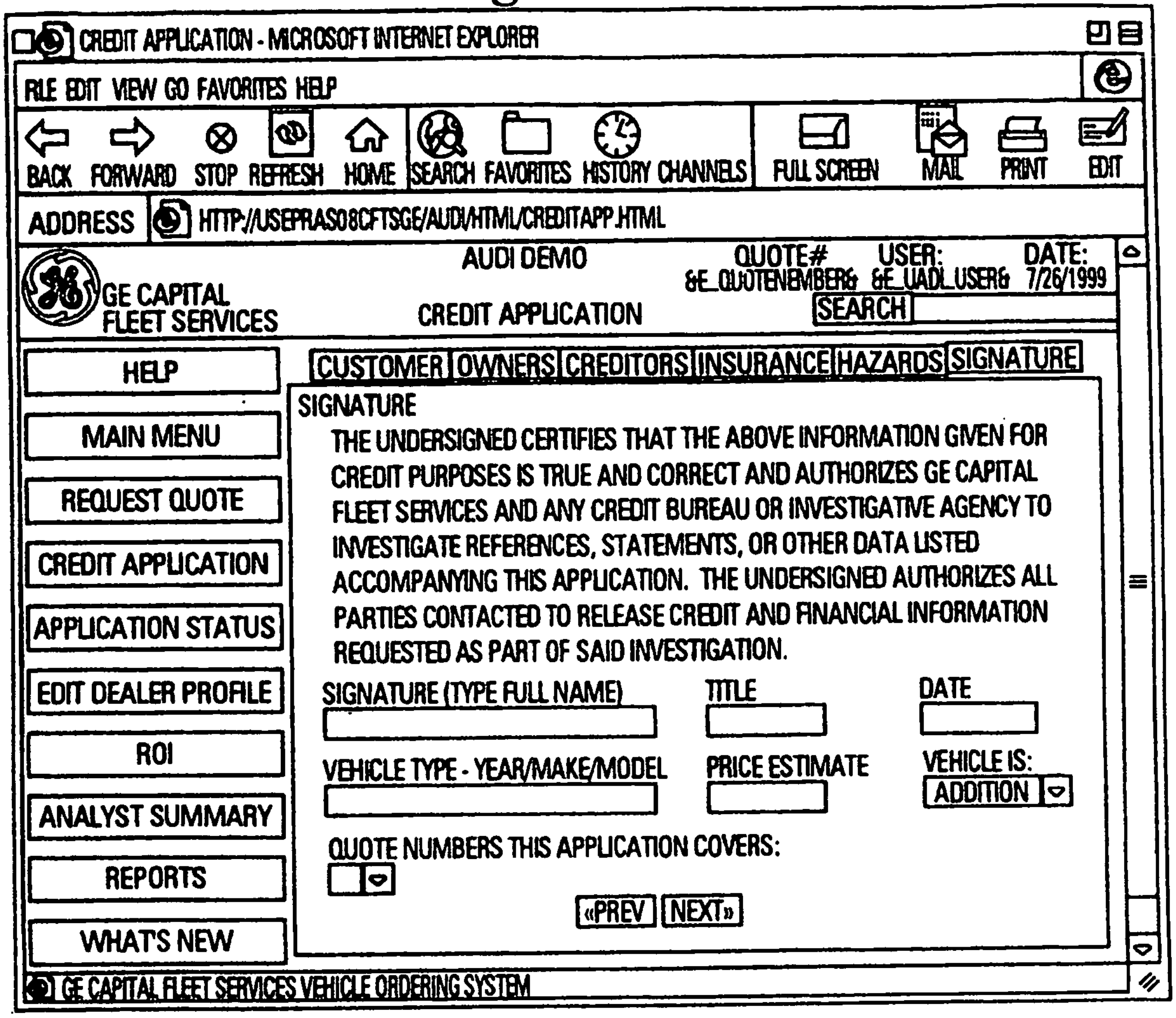
Y2K PROJECT LEADER NAME ☐

PHONE ☐

HAZARDOUS SUBSTANCES

WILL VEHICLES LEASED FROM GE CAPITAL BE USED TO TRANSPORT HAZARDOUS SUBSTANCES REQUIRED TO BE PLACARDED? ○ YES ● NO

Fig. 17


CREDIT APPLICATION - MICROSOFT INTERNET EXPLORER
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HTTP://USEPRAS08CFTSGE/AUDI/HTML/CREDITAPP.HTML
GE CAPITAL
FLEET SERVICES
AUDI DEMO
CREDIT APPLICATION
QUOTE#
&E_QUOTENEMBER&
USER:
&E_UADI_USER&
DATE:
7/26/1999
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APPLICATION STATUS
EDIT DEALER PROFILE
ROI
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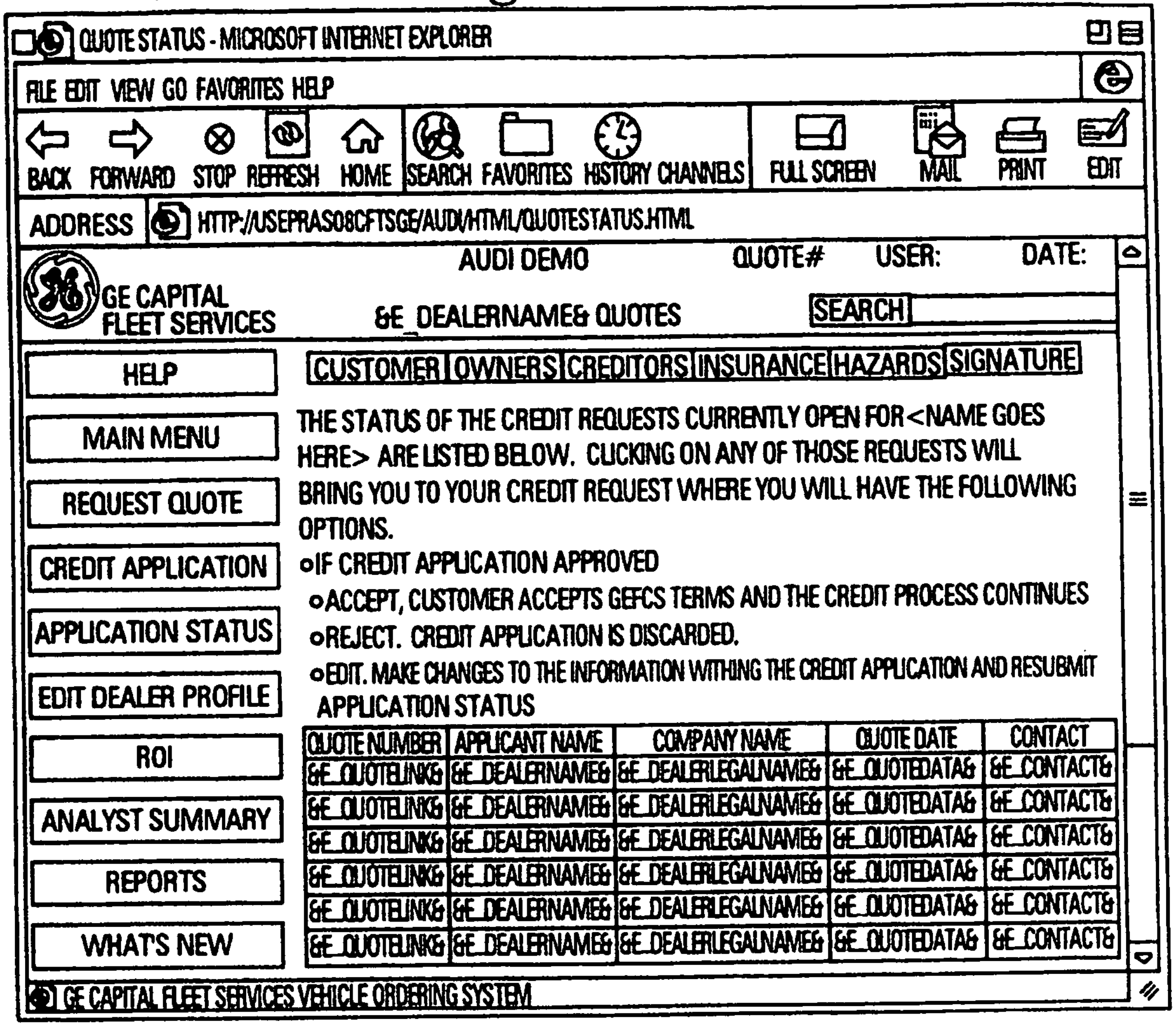
CUSTOMER
OWNERS
CREDITORS
INSURANCE
HAZARDS
SIGNATURE
SIGNATURE

THE UNDERSIGNED CERTIFIES THAT THE ABOVE INFORMATION GIVEN FOR CREDIT PURPOSES IS TRUE AND CORRECT AND AUTHORIZES GE CAPITAL FLEET SERVICES AND ANY CREDIT BUREAU OR INVESTIGATIVE AGENCY TO INVESTIGATE REFERENCES, STATEMENTS, OR OTHER DATA LISTED ACCOMPANYING THIS APPLICATION. THE UNDERSIGNED AUTHORIZES ALL PARTIES CONTACTED TO RELEASE CREDIT AND FINANCIAL INFORMATION REQUESTED AS PART OF SAID INVESTIGATION.

SIGNATURE (TYPE FULL NAME)
TITLE
DATE
VEHICLE TYPE - YEAR/MAKE/MODEL
PRICE ESTIMATE
VEHICLE IS:
ADDITION
QUOTE NUMBERS THIS APPLICATION COVERS:
«PREV
NEXT»
GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

Fig. 18


QUOTE STATUS - MICROSOFT INTERNET EXPLORER
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MAIL
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EDIT
ADDRESS
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AUDI DEMO
QUOTE#
USER:
DATE:
GE CAPITAL
FLEET SERVICES
&E_DEALERNAME& QUOTES
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APPLICATION STATUS
EDIT DEALER PROFILE
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REPORTS
WHAT'S NEW
CUSTOMER
OWNERS
CREDITORS
INSURANCE
HAZARDS
SIGNATURE
GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

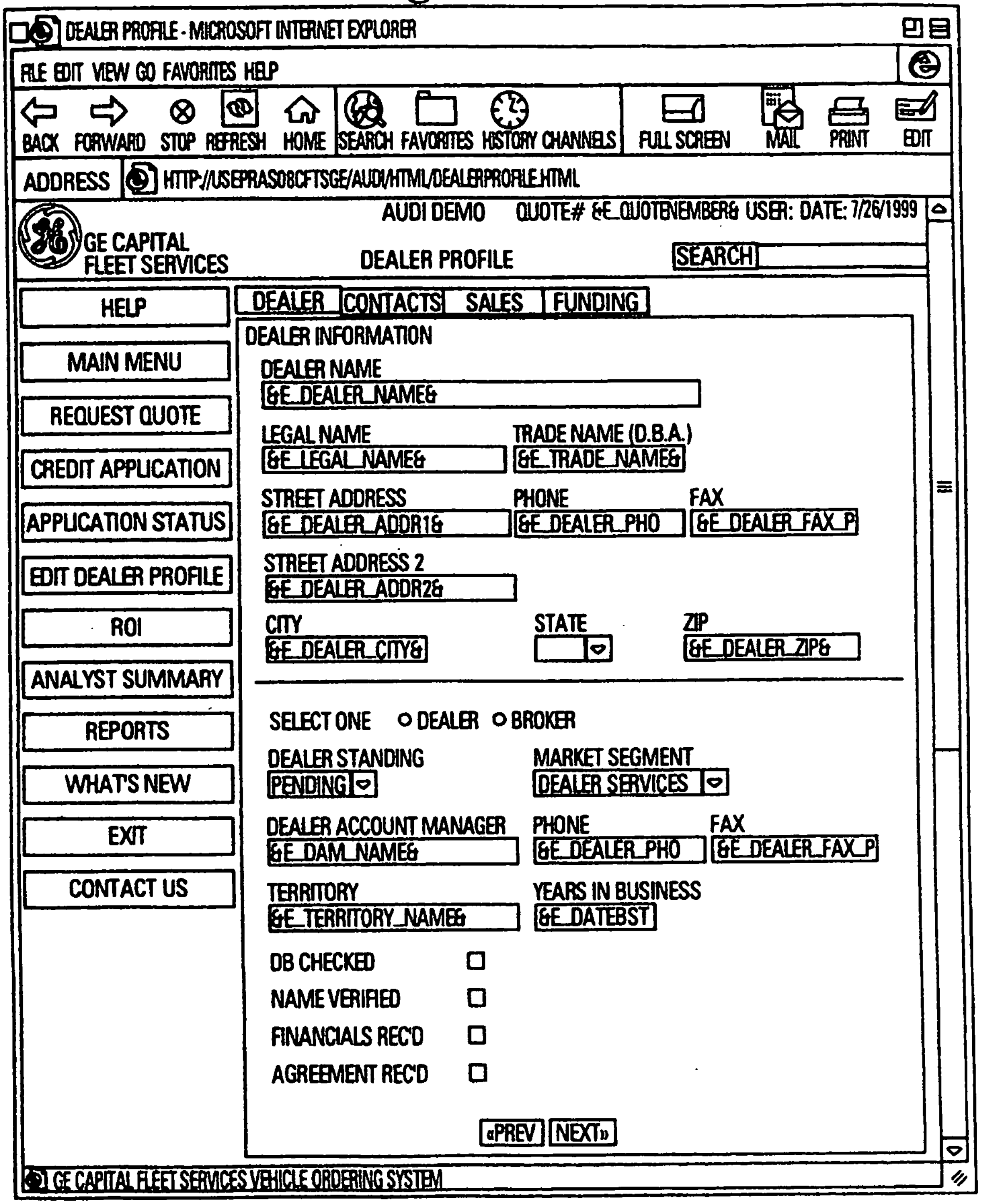
THE STATUS OF THE CREDIT REQUESTS CURRENTLY OPEN FOR <NAME GOES HERE> ARE LISTED BELOW. CLICKING ON ANY OF THOSE REQUESTS WILL BRING YOU TO YOUR CREDIT REQUEST WHERE YOU WILL HAVE THE FOLLOWING OPTIONS.

- IF CREDIT APPLICATION APPROVED
  - ACCEPT, CUSTOMER ACCEPTS GEFCS TERMS AND THE CREDIT PROCESS CONTINUES
  - REJECT. CREDIT APPLICATION IS DISCARDED.
  - EDIT. MAKE CHANGES TO THE INFORMATION WITHING THE CREDIT APPLICATION AND RESUBMIT

APPLICATION STATUS

QUOTE NUMBER	APPLICANT NAME	COMPANY NAME	QUOTE DATE	CONTACT
&E_QUOTELINK&	&E_DEALERNAME&	&E_DEALERLEGALNAME&	&E_QUOTEDATA&	&E_CONTACT&
&E_QUOTELINK&	&E_DEALERNAME&	&E_DEALERLEGALNAME&	&E_QUOTEDATA&	&E_CONTACT&
&E_QUOTELINK&	&E_DEALERNAME&	&E_DEALERLEGALNAME&	&E_QUOTEDATA&	&E_CONTACT&
&E_QUOTELINK&	&E_DEALERNAME&	&E_DEALERLEGALNAME&	&E_QUOTEDATA&	&E_CONTACT&
&E_QUOTELINK&	&E_DEALERNAME&	&E_DEALERLEGALNAME&	&E_QUOTEDATA&	&E_CONTACT&
&E_QUOTELINK&	&E_DEALERNAME&	&E_DEALERLEGALNAME&	&E_QUOTEDATA&	&E_CONTACT&

Fig. 19


DEALER PROFILE - MICROSOFT INTERNET EXPLORER
FILE EDIT VIEW GO FAVORITES HELP
BACK
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HISTORY
CHANNELS
FULL SCREEN
MAIL
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ADDRESS
HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML
GE CAPITAL FLEET SERVICES
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APPLICATION STATUS
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DEALER
CONTACTS
SALES
FUNDING
«PREV
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GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

AUDI DEMO QUOTE# &E_QUOTENEMBER& USER: DATE: 7/26/1999

DEALER PROFILE

DEALER INFORMATION

DEALER NAME: &E_DEALER_NAME&

LEGAL NAME: &E_LEGAL_NAME&

TRADE NAME (D.B.A.): &E_TRADE_NAME&

STREET ADDRESS: &E_DEALER_ADDR1&

PHONE: &E_DEALER_PHO

FAX: &E_DEALER_FAX_P

STREET ADDRESS 2: &E_DEALER_ADDR2&

CITY: &E_DEALER_CITY&

STATE:

ZIP: &E_DEALER_ZIP&

SELECT ONE ○ DEALER ○ BROKER

DEALER STANDING: PENDING

MARKET SEGMENT: DEALER SERVICES

DEALER ACCOUNT MANAGER: &E_DAM_NAME&

PHONE: &E_DEALER_PHO

FAX: &E_DEALER_FAX_P

TERRITORY: &E_TERRITORY_NAME&

YEARS IN BUSINESS: &E_DATEBST

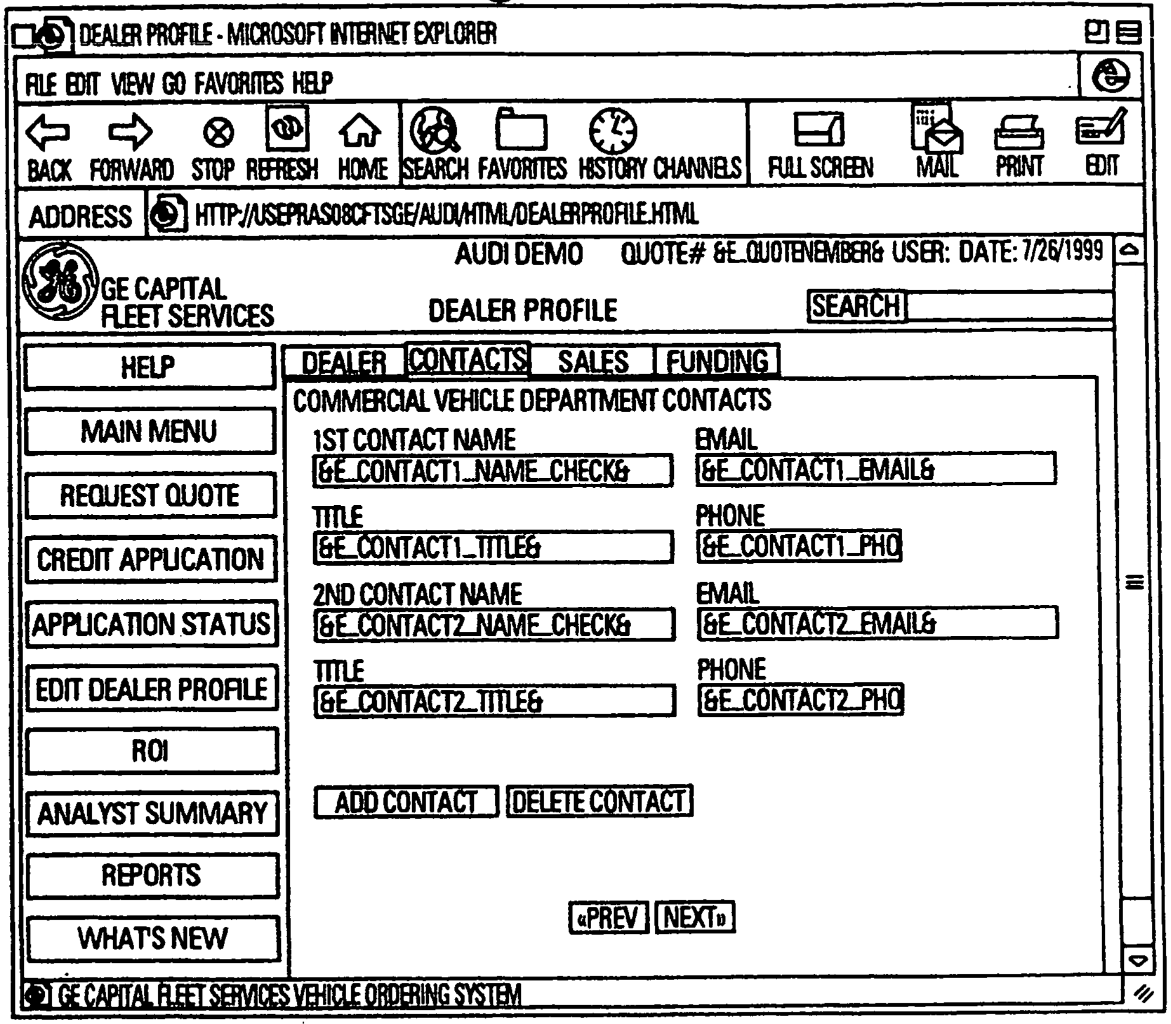
DB CHECKED ☐

NAME VERIFIED ☐

FINANCIALS REC'D ☐

AGREEMENT REC'D ☐

Fig. 20


DEALER PROFILE - MICROSOFT INTERNET EXPLORER
FILE EDIT VIEW GO FAVORITES HELP
BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT
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WHAT'S NEW
DEALER
CONTACTS
SALES
FUNDING
ADD CONTACT
DELETE CONTACT
«PREV
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GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

ADDRESS HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML

AUDI DEMO QUOTE# &E_QUOTENEMBER& USER: DATE: 7/26/1999

DEALER PROFILE

COMMERCIAL VEHICLE DEPARTMENT CONTACTS

1ST CONTACT NAME &E_CONTACT1_NAME_CHECK&

EMAIL &E_CONTACT1_EMAIL&

TITLE &E_CONTACT1_TITLE&

PHONE &E_CONTACT1_PHO

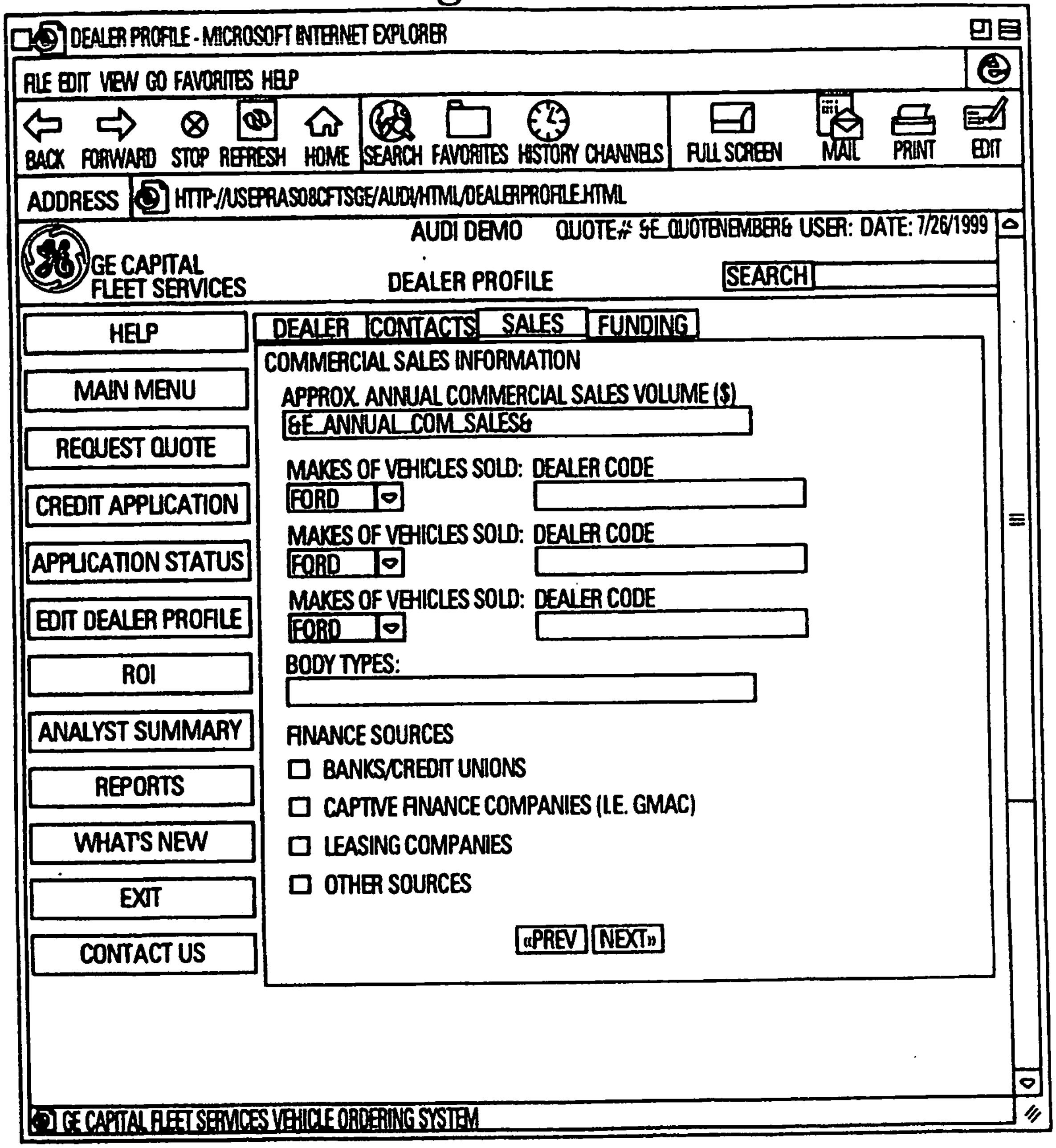
2ND CONTACT NAME &E_CONTACT2_NAME_CHECK&

EMAIL &E_CONTACT2_EMAIL&

TITLE &E_CONTACT2_TITLE&

PHONE &E_CONTACT2_PHO

Fig. 21


DEALER PROFILE - MICROSOFT INTERNET EXPLORER
FILE EDIT VIEW GO FAVORITES HELP
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REFRESH
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FLEET SERVICES
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MAIN MENU
REQUEST QUOTE
CREDIT APPLICATION
APPLICATION STATUS
EDIT DEALER PROFILE
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ANALYST SUMMARY
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WHAT'S NEW
EXIT
CONTACT US
DEALER
CONTACTS
SALES
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HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML

AUDI DEMO QUOTE# &E_QUOTENUMBER& USER: DATE: 7/26/1999

DEALER PROFILE

COMMERCIAL SALES INFORMATION

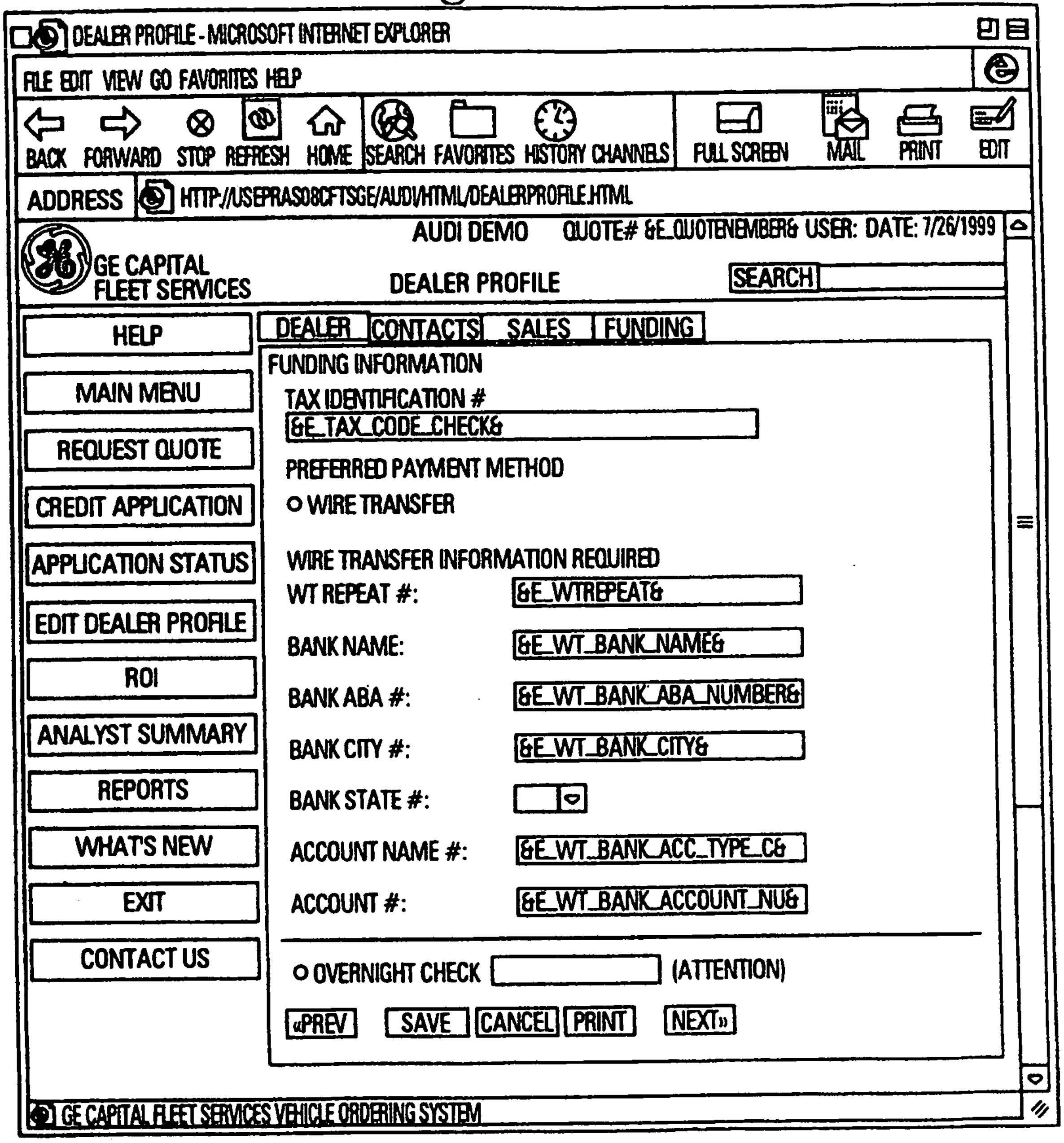
APPROX. ANNUAL COMMERCIAL SALES VOLUME ($)
&E_ANNUAL_COM_SALES&

MAKES OF VEHICLES SOLD: FORD DEALER CODE:
MAKES OF VEHICLES SOLD: FORD DEALER CODE:
MAKES OF VEHICLES SOLD: FORD DEALER CODE:

BODY TYPES:

FINANCE SOURCES
☐ BANKS/CREDIT UNIONS
☐ CAPTIVE FINANCE COMPANIES (I.E. GMAC)
☐ LEASING COMPANIES
☐ OTHER SOURCES

Fig. 22


DEALER PROFILE - MICROSOFT INTERNET EXPLORER
FILE EDIT VIEW GO FAVORITES HELP
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FAVORITES
HISTORY
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HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML
GE CAPITAL
FLEET SERVICES
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MAIN MENU
REQUEST QUOTE
CREDIT APPLICATION
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EDIT DEALER PROFILE
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ANALYST SUMMARY
REPORTS
WHAT'S NEW
EXIT
CONTACT US
DEALER
CONTACTS
SALES
FUNDING
«PREV
SAVE
CANCEL
PRINT
NEXT»
GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

AUDI DEMO QUOTE# &E_QUOTENEMBER& USER: DATE: 7/26/1999

DEALER PROFILE

FUNDING INFORMATION

TAX IDENTIFICATION #
&E_TAX_CODE_CHECK&

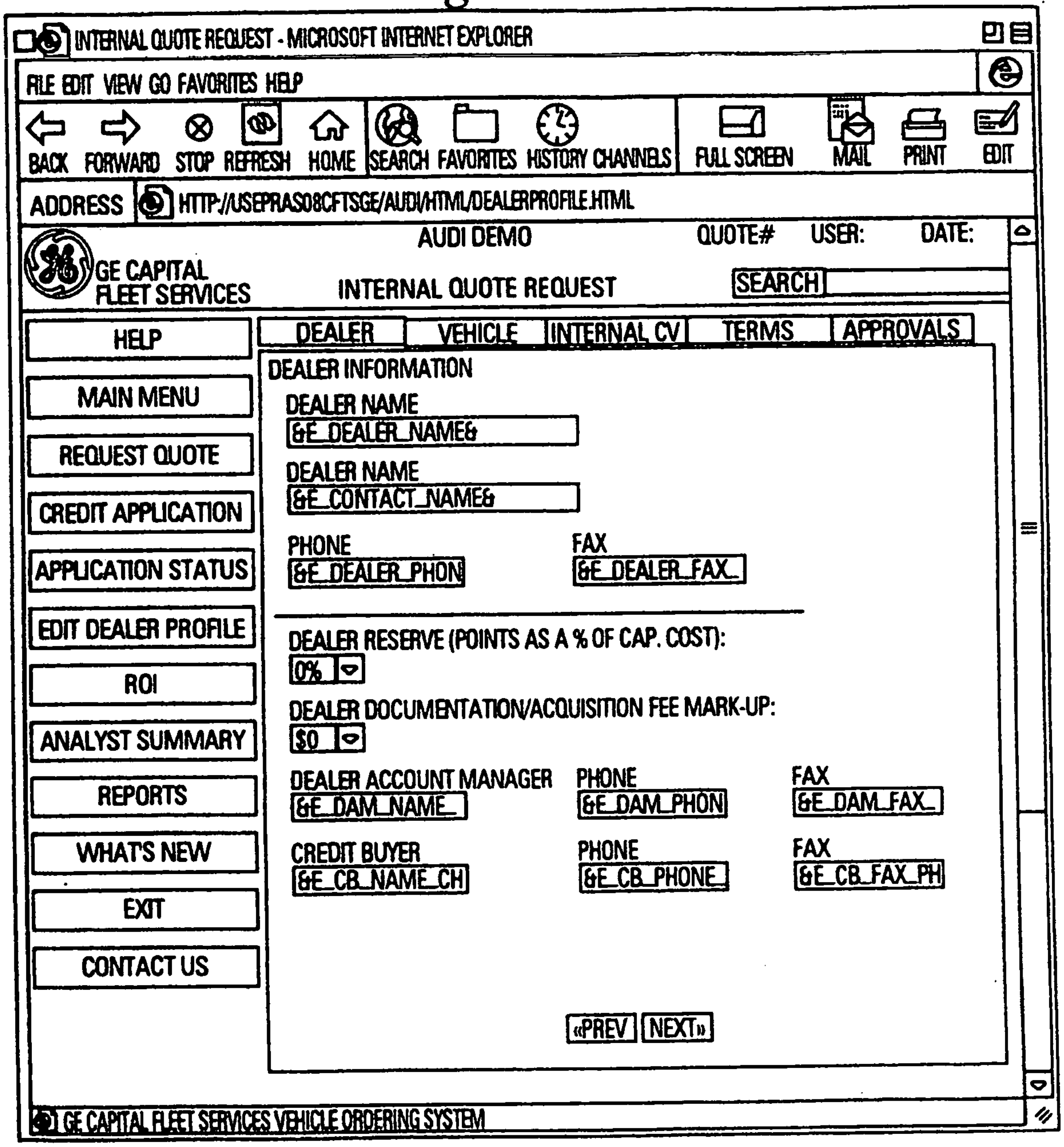
PREFERRED PAYMENT METHOD
○ WIRE TRANSFER

WIRE TRANSFER INFORMATION REQUIRED

WT REPEAT #: &E_WTREPEAT&
BANK NAME: &E_WT_BANK_NAME&
BANK ABA #: &E_WT_BANK_ABA_NUMBER&
BANK CITY #: &E_WT_BANK_CITY&
BANK STATE #:
ACCOUNT NAME #: &E_WT_BANK_ACC_TYPE_C&
ACCOUNT #: &E_WT_BANK_ACCOUNT_NU&

○ OVERNIGHT CHECK (ATTENTION)

Fig. 23


INTERNAL QUOTE REQUEST - MICROSOFT INTERNET EXPLORER
FILE EDIT VIEW GO FAVORITES HELP
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APPROVALS
«PREV
NEXT»
GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

ADDRESS HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML

AUDI DEMO QUOTE# USER: DATE:

INTERNAL QUOTE REQUEST

DEALER INFORMATION

DEALER NAME: &E_DEALER_NAME&

DEALER NAME: &E_CONTACT_NAME&

PHONE: &E_DEALER_PHON

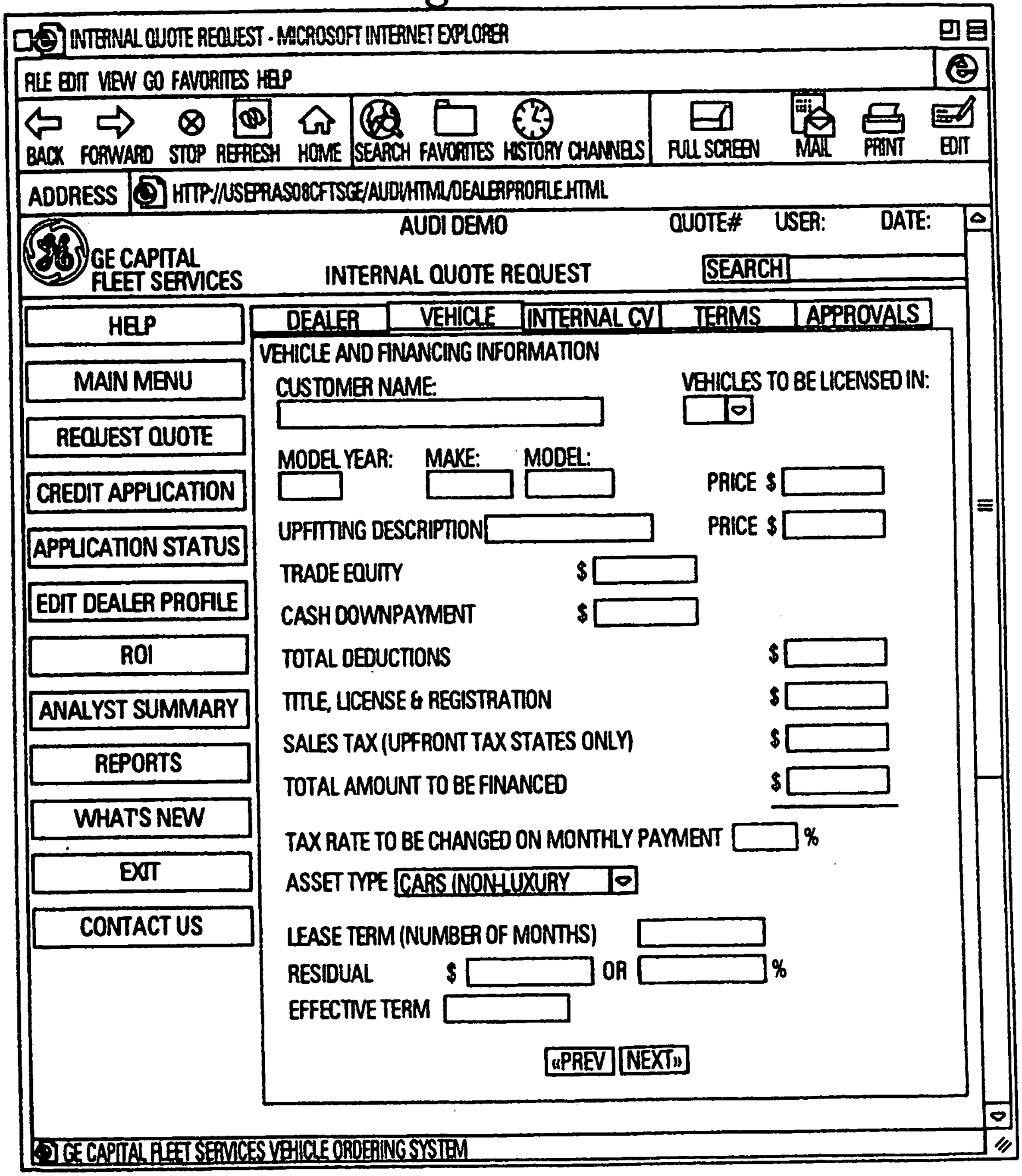
FAX: &E_DEALER_FAX_

DEALER RESERVE (POINTS AS A % OF CAP. COST): 0%

DEALER DOCUMENTATION/ACQUISITION FEE MARK-UP: $0

DEALER ACCOUNT MANAGER	PHONE	FAX
&E_DAM_NAME_	&E_DAM_PHON	&E_DAM_FAX_
CREDIT BUYER	PHONE	FAX
&E_CB_NAME_CH	&E_CB_PHONE_	&E_CB_FAX_PH

Fig. 24



INTERNAL QUOTE REQUEST - MICROSOFT INTERNET EXPLORER
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HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML
GE CAPITAL FLEET SERVICES
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CREDIT APPLICATION
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EXIT
CONTACT US
DEALER
VEHICLE
INTERNAL CV
TERMS
APPROVALS
SEARCH
«PREV
NEXT»
GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

AUDI DEMO
QUOTE# USER: DATE:
INTERNAL QUOTE REQUEST

VEHICLE AND FINANCING INFORMATION

CUSTOMER NAME:

VEHICLES TO BE LICENSED IN:

MODEL YEAR: MAKE: MODEL:

PRICE $

UPFITTING DESCRIPTION

PRICE $

TRADE EQUITY $

CASH DOWNPAYMENT $

TOTAL DEDUCTIONS $

TITLE, LICENSE & REGISTRATION $

SALES TAX (UPFRONT TAX STATES ONLY) $

TOTAL AMOUNT TO BE FINANCED $

TAX RATE TO BE CHANGED ON MONTHLY PAYMENT %

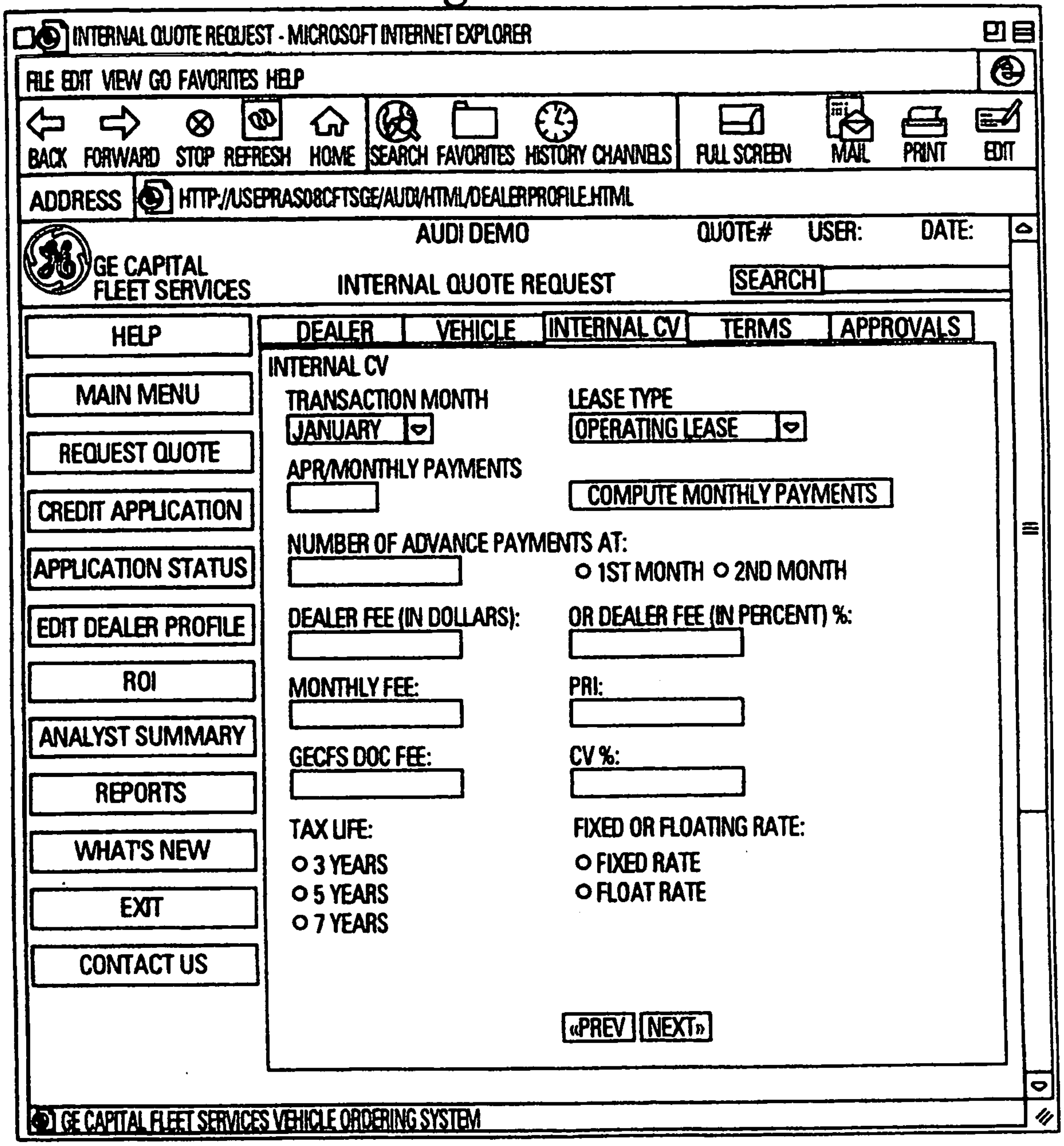
ASSET TYPE CARS (NON-LUXURY

LEASE TERM (NUMBER OF MONTHS)

RESIDUAL $ OR %

EFFECTIVE TERM

Fig. 25


INTERNAL QUOTE REQUEST - MICROSOFT INTERNET EXPLORER
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INTERNAL QUOTE REQUEST
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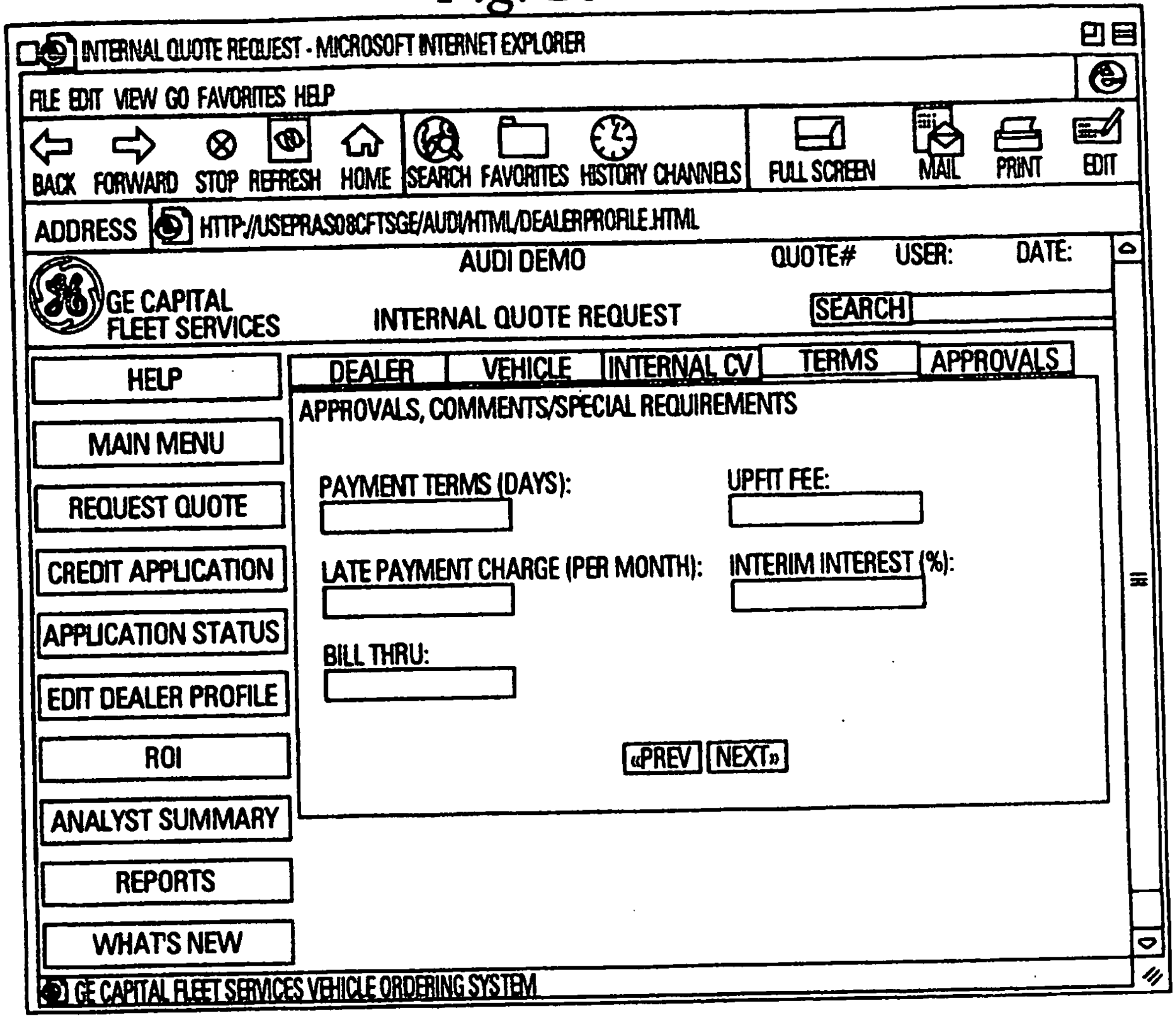
ANALYST SUMMARY
REPORTS
WHAT'S NEW
EXIT
CONTACT US
DEALER
VEHICLE
INTERNAL CV
TERMS
APPROVALS
INTERNAL CV
APR/MONTHLY PAYMENTS
COMPUTE MONTHLY PAYMENTS
NUMBER OF ADVANCE PAYMENTS AT:
○ 1ST MONTH ○ 2ND MONTH
DEALER FEE (IN DOLLARS):
OR DEALER FEE (IN PERCENT) %:
MONTHLY FEE:
PRI:
GECFS DOC FEE:
CV %:
TAX LIFE:
○ 3 YEARS
○ 5 YEARS
○ 7 YEARS
FIXED OR FLOATING RATE:
○ FIXED RATE
○ FLOAT RATE
«PREV
NEXT»
GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

ADDRESS: HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML

TRANSACTION MONTH: JANUARY

LEASE TYPE: OPERATING LEASE

Fig. 26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INTERNAL QUOTE REQUEST
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WHAT'S NEW
DEALER
VEHICLE
INTERNAL CV
TERMS
APPROVALS
«PREV
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GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

APPROVALS, COMMENTS/SPECIAL REQUIREMENTS

PAYMENT TERMS (DAYS):

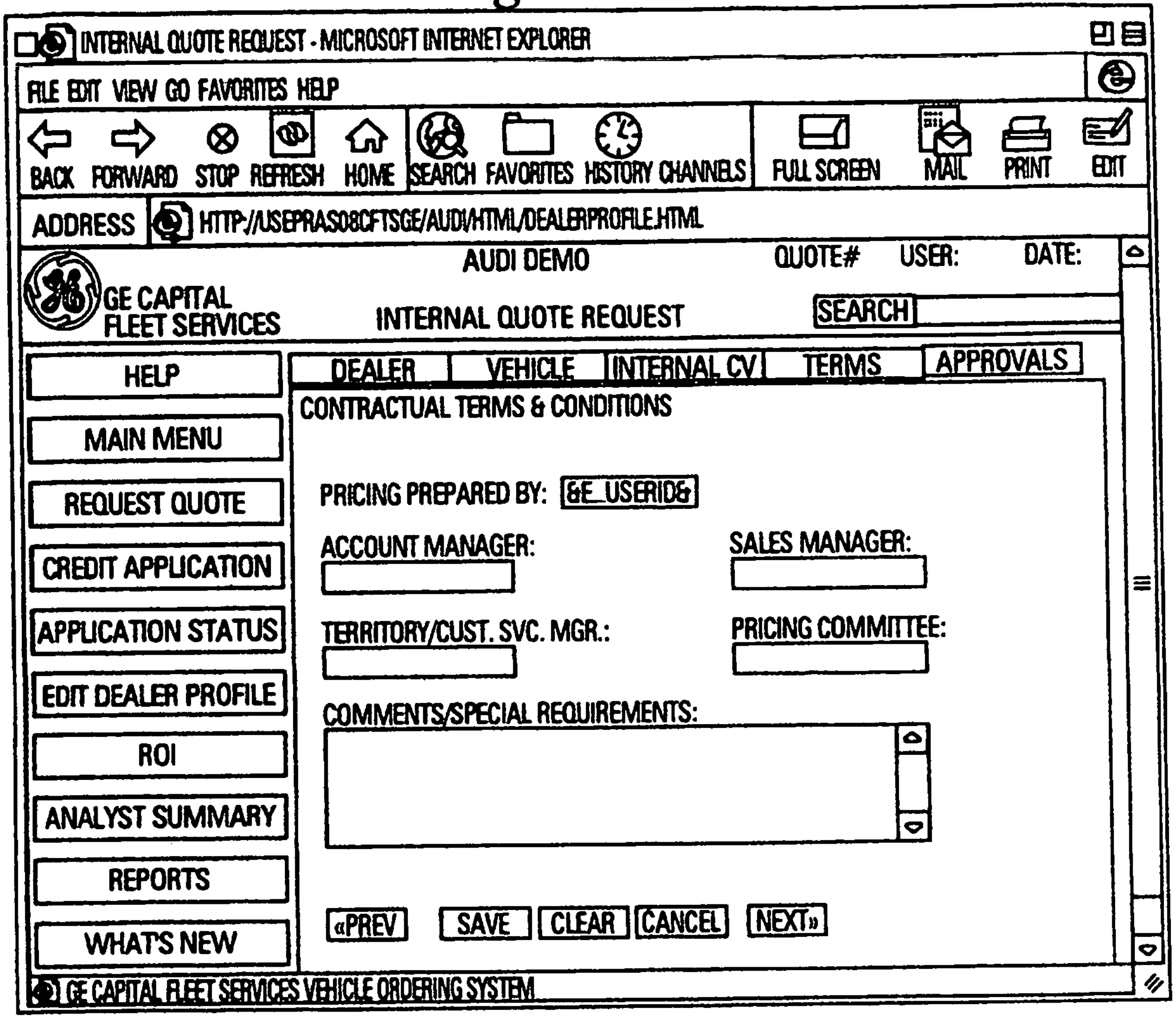
UPFIT FEE:

LATE PAYMENT CHARGE (PER MONTH):

INTERIM INTEREST (%):

BILL THRU:

Fig. 27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HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML
AUDI DEMO
QUOTE#
USER:
DATE:
GE CAPITAL
FLEET SERVICES
INTERNAL QUOTE REQUEST
SEARCH
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MAIN MENU
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CREDIT APPLICATION
APPLICATION STATUS
EDIT DEALER PROFILE
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ANALYST SUMMARY
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DEALER
VEHICLE
INTERNAL CV
TERMS
APPROVALS
«PREV
SAVE
CLEAR
CANCEL
NEXT»
GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

CONTRACTUAL TERMS & CONDITIONS

PRICING PREPARED BY: &E_USERID&

ACCOUNT MANAGER:

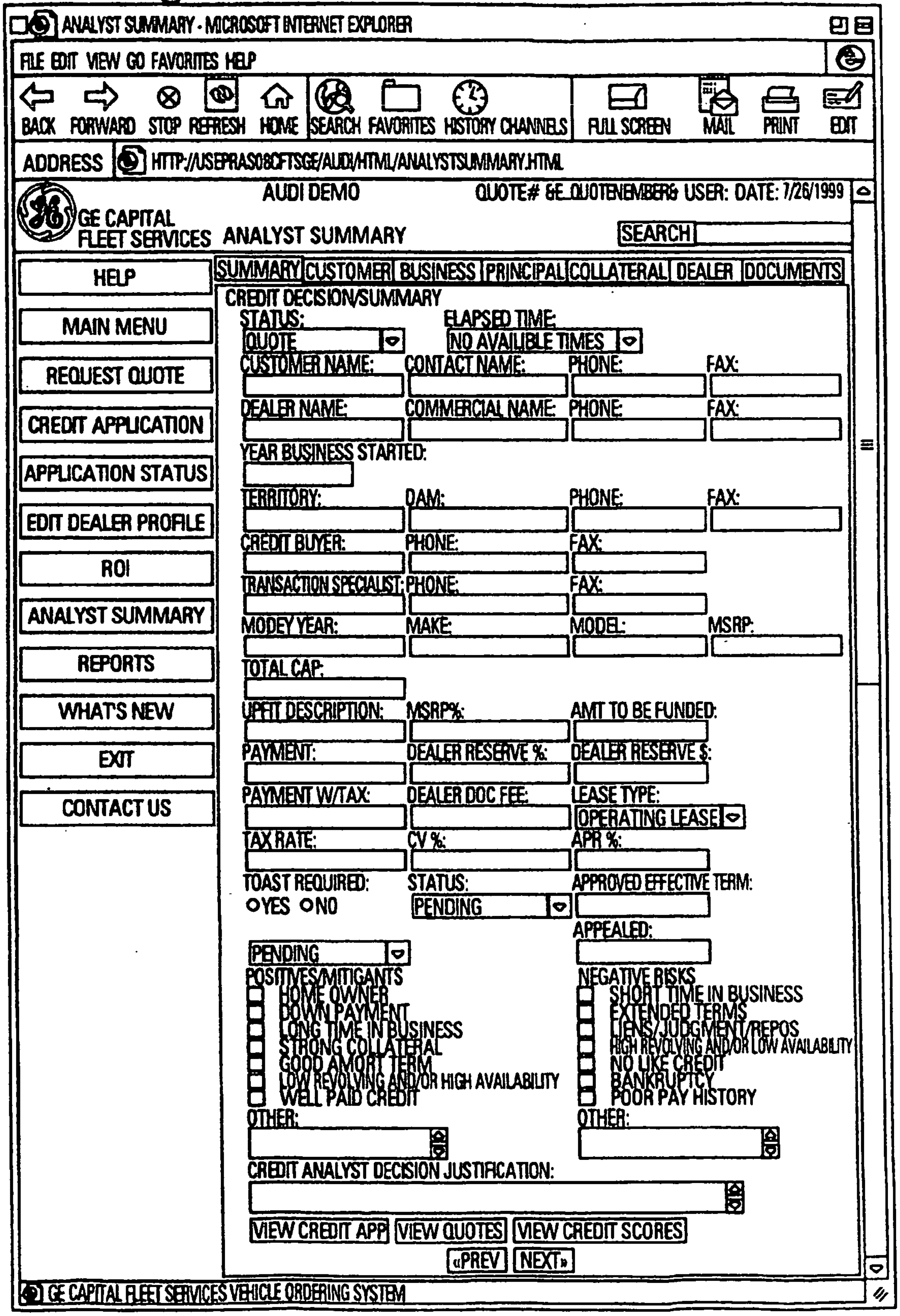
SALES MANAGER:

TERRITORY/CUST. SVC. MGR.:

PRICING COMMITTEE:

COMMENTS/SPECIAL REQUIREMENTS:

Fig. 28


ANALYST SUMMARY - MICROSOFT INTERNET EXPLORER
FILE EDIT VIEW GO FAVORITES HELP
BACK
FORWARD
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HISTORY
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ADDRESS
HTTP://USEPRAS08CFTSGE/AUDI/HTML/ANALYSTSUMMARY.HTML
GE CAPITAL FLEET SERVICES
ANALYST SUMMARY
SEARCH
HELP
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REQUEST QUOTE
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EDIT DEALER PROFILE
ROI
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REPORTS
WHAT'S NEW
EXIT
CONTACT US
SUMMARY
CUSTOMER
BUSINESS
PRINCIPAL
COLLATERAL
DEALER
DOCUMENTS
CREDIT DECISION/SUMMARY
CUSTOMER NAME:
CONTACT NAME:
PHONE:
FAX:
DEALER NAME:
COMMERCIAL NAME:
PHONE:
FAX:
YEAR BUSINESS STARTED:
TERRITORY:
DAM:
PHONE:
FAX:
CREDIT BUYER:
PHONE:
FAX:
TRANSACTION SPECIALIST:
PHONE:
FAX:
MODEY YEAR:
MAKE:
MODEL:
MSRP:
TOTAL CAP:
UPFIT DESCRIPTION:
MSRP%:
AMT TO BE FUNDED:
PAYMENT:
DEALER RESERVE %:
DEALER RESERVE $:
PAYMENT W/TAX:
DEALER DOC FEE:
TAX RATE:
CV %:
APR %:
APPROVED EFFECTIVE TERM:
APPEALED:
POSITIVES/MITIGANTS
☐ HOME OWNER
☐ DOWN PAYMENT
☐ LONG TIME IN BUSINESS
☐ STRONG COLLATERAL
☐ GOOD AMORT TERM
☐ LOW REVOLVING AND/OR HIGH AVAILABILITY
☐ WELL PAID CREDIT
OTHER:
NEGATIVE RISKS
☐ SHORT TIME IN BUSINESS
☐ EXTENDED TERMS
☐ LIENS/JUDGMENT/REPOS
☐ HIGH REVOLVING AND/OR LOW AVAILABILITY
☐ NO LIKE CREDIT
☐ BANKRUPTCY
☐ POOR PAY HISTORY
OTHER:
CREDIT ANALYST DECISION JUSTIFICATION:
VIEW CREDIT APP
VIEW QUOTES
VIEW CREDIT SCORES
«PREV
NEXT»
GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

AUDI DEMO

QUOTE# GE_QUOTENEMBER& USER: DATE: 7/26/1999

STATUS: QUOTE

ELAPSED TIME: NO AVAILIBLE TIMES

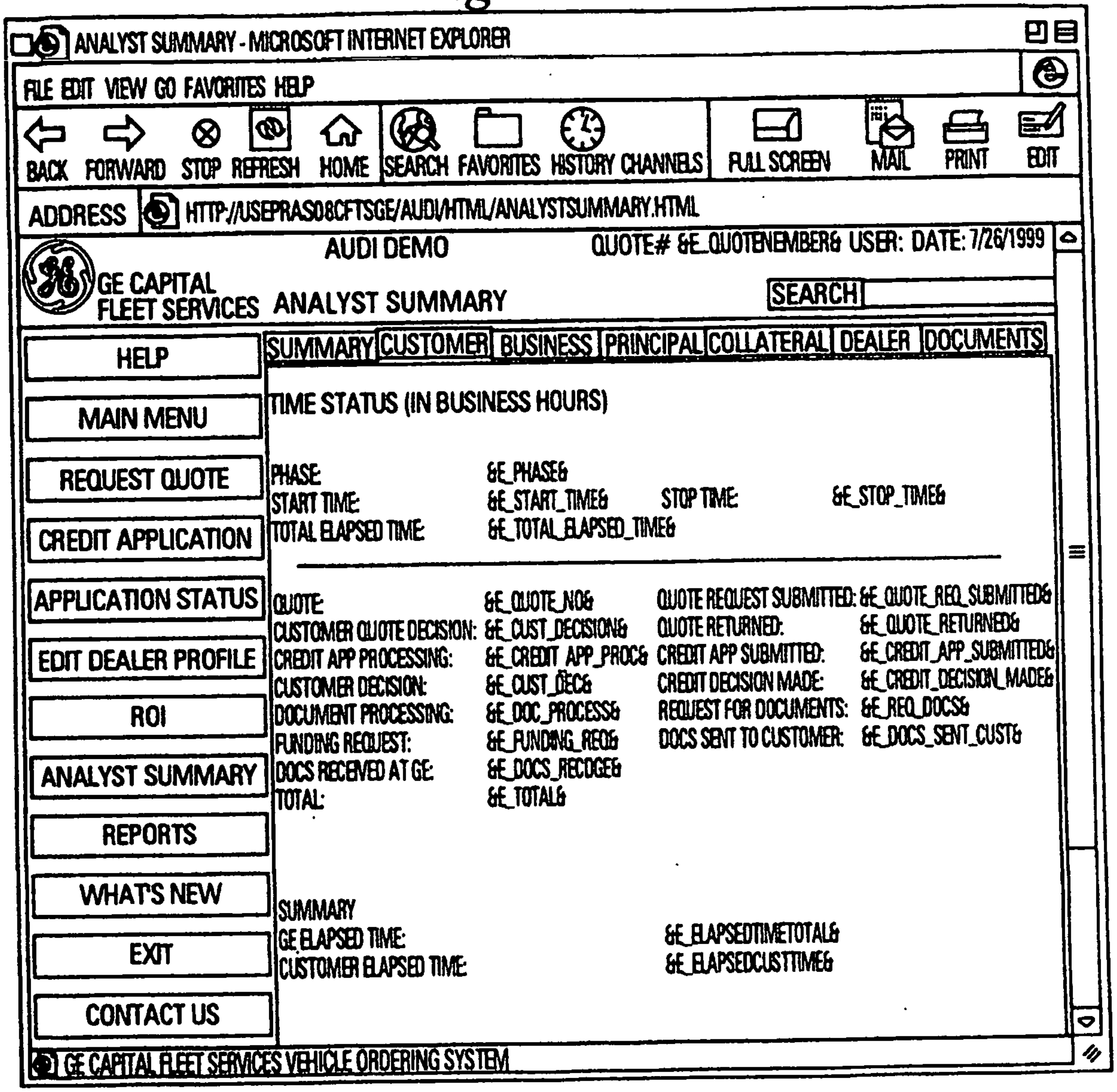
LEASE TYPE: OPERATING LEASE

TOAST REQUIRED: ○YES ○NO

STATUS: PENDING

PENDING

Fig. 29


ANALYST SUMMARY - MICROSOFT INTERNET EXPLORER
FILE EDIT VIEW GO FAVORITES HELP
BACK
FORWARD
STOP
REFRESH
HOME
SEARCH
FAVORITES
HISTORY
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GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

HTTP://USEPRAS08CFTSGE/AUDI/HTML/ANALYSTSUMMARY.HTML

AUDI DEMO QUOTE# &E_QUOTENEMBER& USER: DATE: 7/26/1999

ANALYST SUMMARY

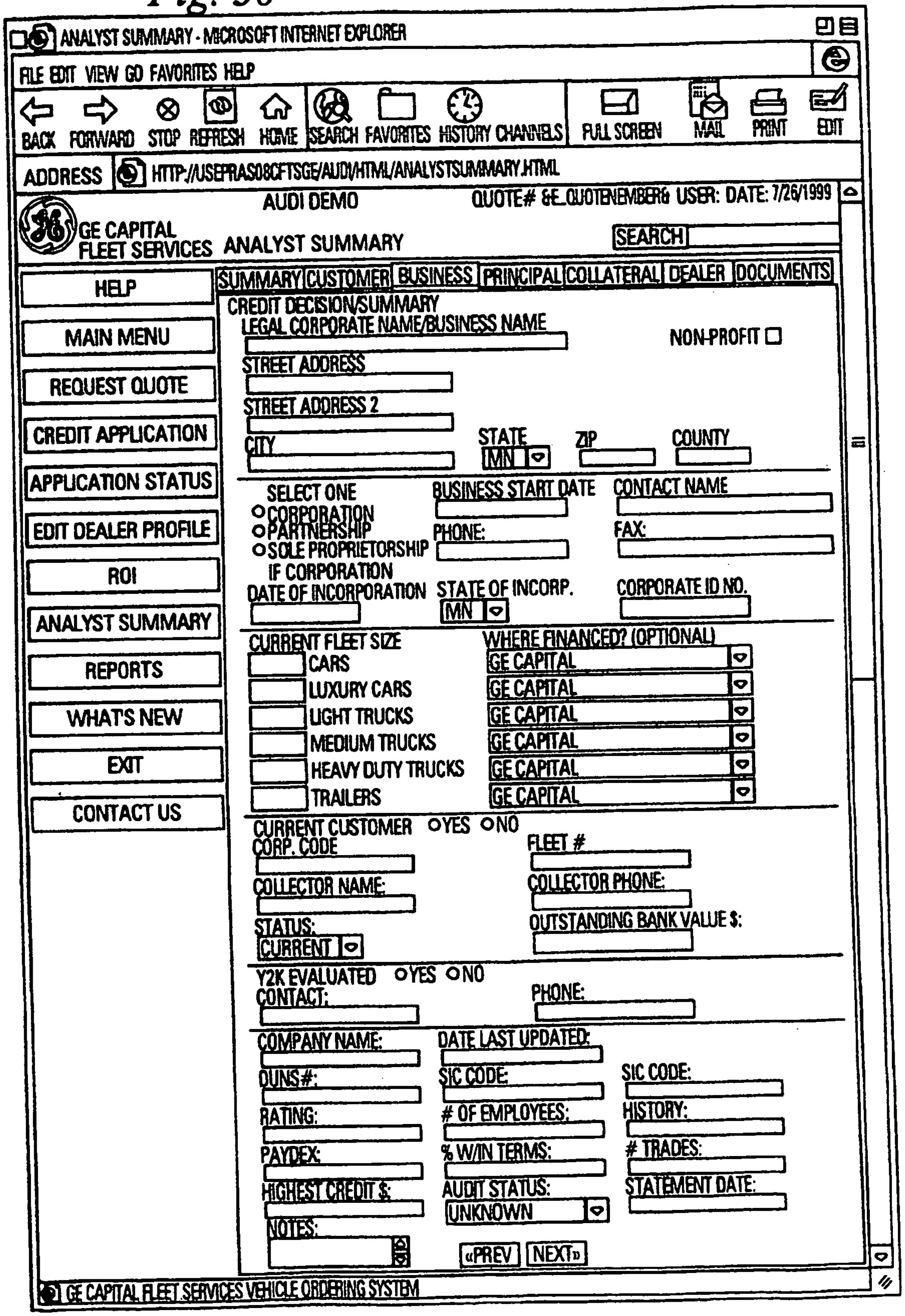
TIME STATUS (IN BUSINESS HOURS)

PHASE: &E_PHASE&
START TIME: &E_START_TIME& STOP TIME: &E_STOP_TIME&
TOTAL ELAPSED TIME: &E_TOTAL_ELAPSED_TIME&

QUOTE: &E_QUOTE_NO& QUOTE REQUEST SUBMITTED: &E_QUOTE_REQ_SUBMITTED&
CUSTOMER QUOTE DECISION: &E_CUST_DECISION& QUOTE RETURNED: &E_QUOTE_RETURNED&
CREDIT APP PROCESSING: &E_CREDIT APP_PROC& CREDIT APP SUBMITTED: &E_CREDIT_APP_SUBMITTED&
CUSTOMER DECISION: &E_CUST_DEC& CREDIT DECISION MADE: &E_CREDIT_DECISION_MADE&
DOCUMENT PROCESSING: &E_DOC_PROCESS& REQUEST FOR DOCUMENTS: &E_REQ_DOCS&
FUNDING REQUEST: &E_FUNDING_REQ& DOCS SENT TO CUSTOMER: &E_DOCS_SENT_CUST&
DOCS RECEIVED AT GE: &E_DOCS_RECDGE&
TOTAL: &E_TOTAL&

SUMMARY
GE ELAPSED TIME: &E_ELAPSEDTIMETOTAL&
CUSTOMER ELAPSED TIME: &E_ELAPSEDCUSTTIME&

Fig. 30


ANALYST SUMMARY - MICROSOFT INTERNET EXPLORER
FILE EDIT VIEW GO FAVORITES HELP
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ADDRESS: HTTP://USEPRAS08CFTSGE/AUDI/HTML/ANALYSTSUMMARY.HTML

AUDI DEMO
QUOTE# &E_QUOTENEMBER& USER: DATE: 7/26/1999

ANALYST SUMMARY

CREDIT DECISION/SUMMARY

LEGAL CORPORATE NAME/BUSINESS NAME
NON-PROFIT ☐
STREET ADDRESS
STREET ADDRESS 2
CITY
STATE: MN
ZIP
COUNTY

SELECT ONE
○ CORPORATION
○ PARTNERSHIP
○ SOLE PROPRIETORSHIP
BUSINESS START DATE
CONTACT NAME
PHONE:
FAX:
IF CORPORATION
DATE OF INCORPORATION
STATE OF INCORP.: MN
CORPORATE ID NO.

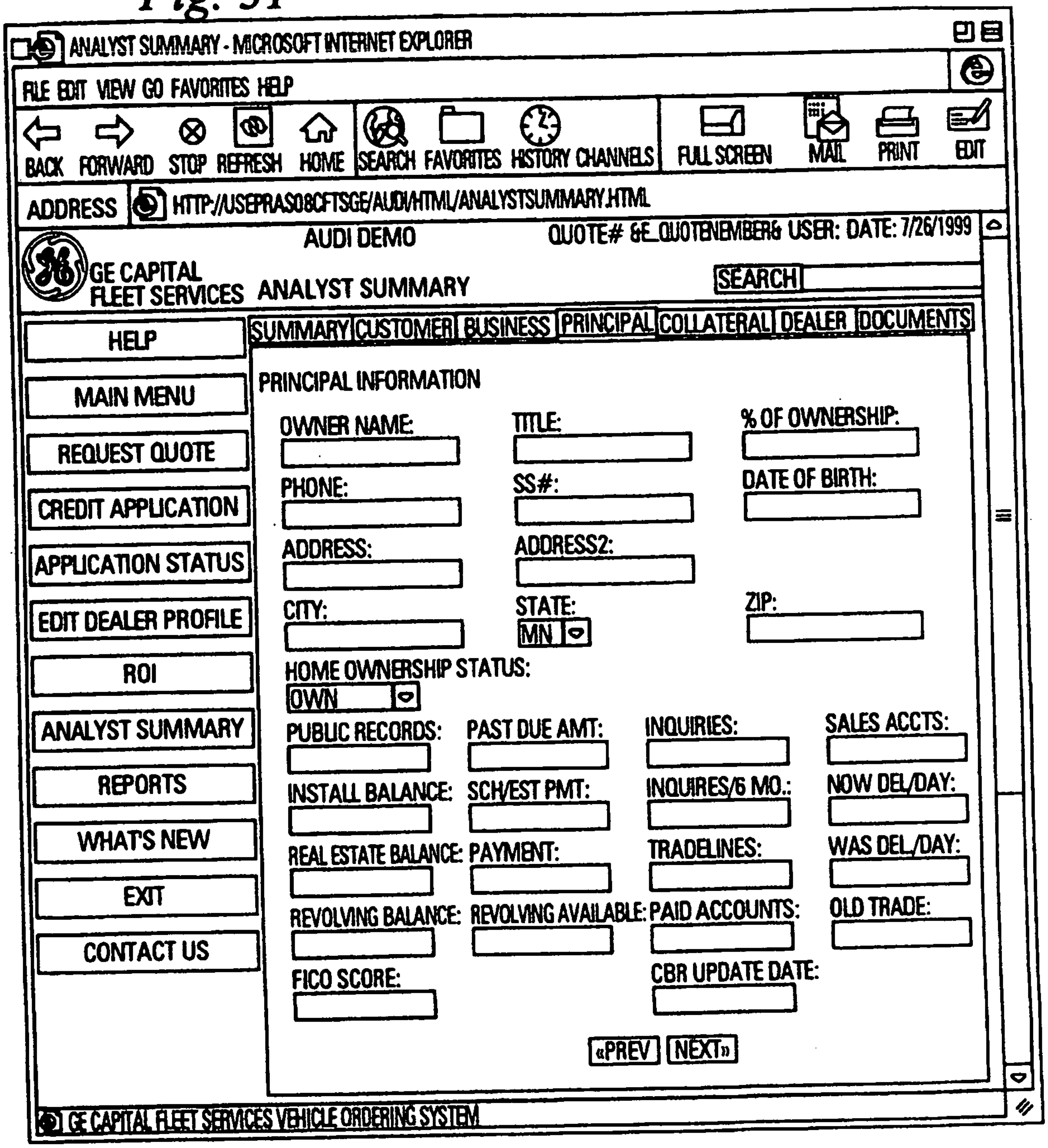
CURRENT FLEET SIZE	WHERE FINANCED? (OPTIONAL)
CARS	GE CAPITAL
LUXURY CARS	GE CAPITAL
LIGHT TRUCKS	GE CAPITAL
MEDIUM TRUCKS	GE CAPITAL
HEAVY DUTY TRUCKS	GE CAPITAL
TRAILERS	GE CAPITAL

CURRENT CUSTOMER ○ YES ○ NO
CORP. CODE
FLEET #
COLLECTOR NAME:
COLLECTOR PHONE:
STATUS: CURRENT
OUTSTANDING BANK VALUE $:

Y2K EVALUATED ○ YES ○ NO
CONTACT:
PHONE:

COMPANY NAME:
DATE LAST UPDATED:
DUNS#:
SIC CODE:
SIC CODE:
RATING:
OF EMPLOYEES:
HISTORY:
PAYDEX:
% W/IN TERMS:
# TRADES:
HIGHEST CREDIT $:
AUDIT STATUS: UNKNOWN
STATEMENT DATE:
NOTES:

Fig. 31


FILE EDIT VIEW GO FAVORITES HELP
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ANALYST SUMMARY - MICROSOFT INTERNET EXPLORER

ADDRESS: HTTP://USEPRAS08CFTSGE/AUDI/HTML/ANALYSTSUMMARY.HTML

AUDI DEMO

QUOTE# &E_QUOTENEMBER& USER: DATE: 7/26/1999

GE CAPITAL
FLEET SERVICES

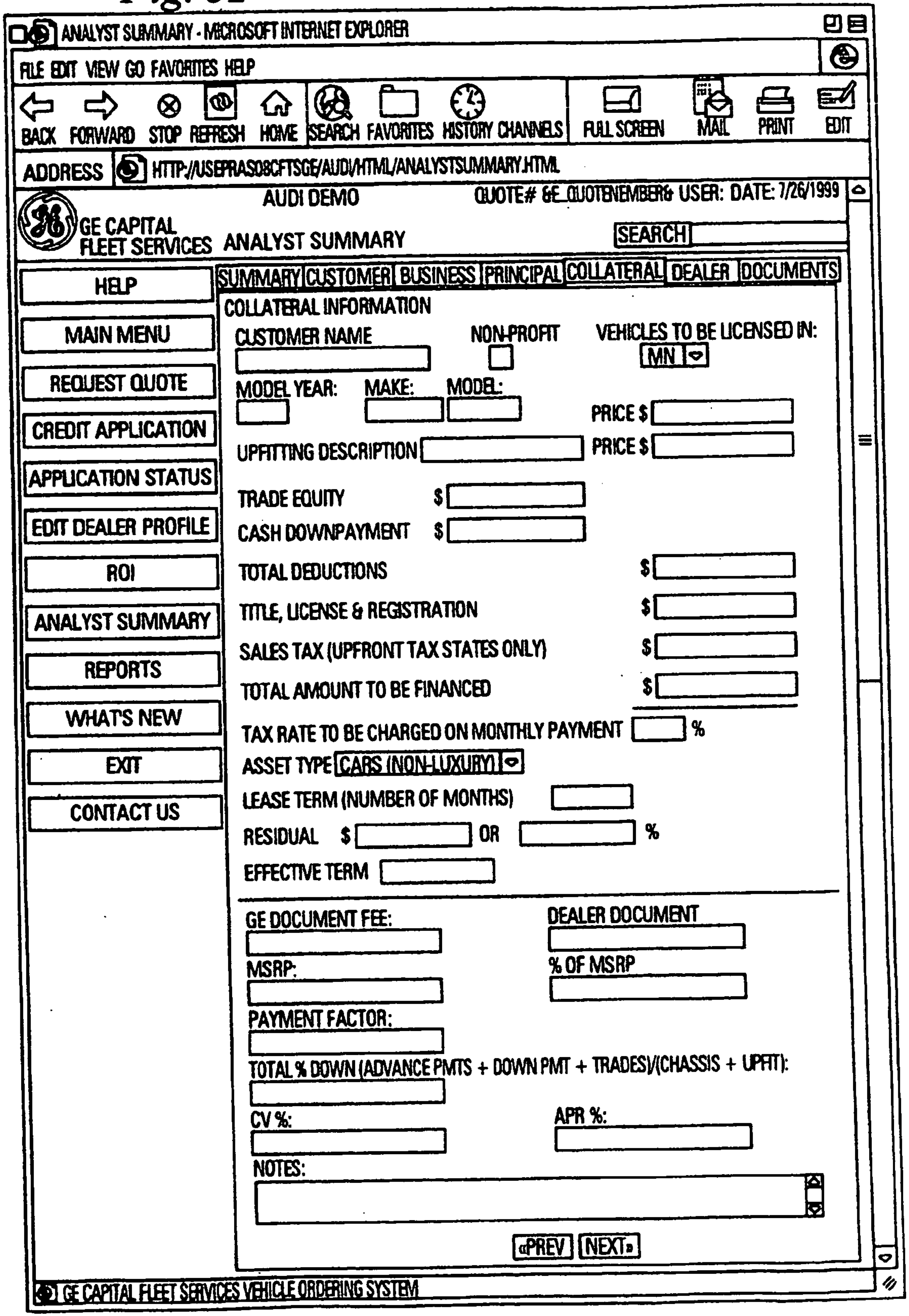
ANALYST SUMMARY

PRINCIPAL INFORMATION

OWNER NAME:
TITLE:
% OF OWNERSHIP:
PHONE:
SS#:
DATE OF BIRTH:
ADDRESS:
ADDRESS2:
CITY:
STATE: MN
ZIP:
HOME OWNERSHIP STATUS: OWN
PUBLIC RECORDS:
PAST DUE AMT:
INQUIRIES:
SALES ACCTS:
INSTALL BALANCE:
SCH/EST PMT:
INQUIRES/6 MO.:
NOW DEL/DAY:
REAL ESTATE BALANCE:
PAYMENT:
TRADELINES:
WAS DEL/DAY:
REVOLVING BALANCE:
REVOLVING AVAILABLE:
PAID ACCOUNTS:
OLD TRADE:
FICO SCORE:
CBR UPDATE DATE:

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

Fig. 32


ANALYST SUMMARY - MICROSOFT INTERNET EXPLORER
FILE EDIT VIEW GO FAVORITES HELP
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GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

AUDI DEMO

QUOTE# &E_QUOTENUMBER& USER: DATE: 7/26/1999

ANALYST SUMMARY

COLLATERAL INFORMATION

CUSTOMER NAME

NON-PROFIT ☐

VEHICLES TO BE LICENSED IN: MN

MODEL YEAR:

MAKE:

MODEL:

PRICE $

UPFITTING DESCRIPTION

PRICE $

TRADE EQUITY $

CASH DOWNPAYMENT $

TOTAL DEDUCTIONS $

TITLE, LICENSE & REGISTRATION $

SALES TAX (UPFRONT TAX STATES ONLY) $

TOTAL AMOUNT TO BE FINANCED $

TAX RATE TO BE CHARGED ON MONTHLY PAYMENT %

ASSET TYPE CARS (NON-LUXURY)

LEASE TERM (NUMBER OF MONTHS)

RESIDUAL $ OR %

EFFECTIVE TERM

GE DOCUMENT FEE:

DEALER DOCUMENT

MSRP:

% OF MSRP

PAYMENT FACTOR:

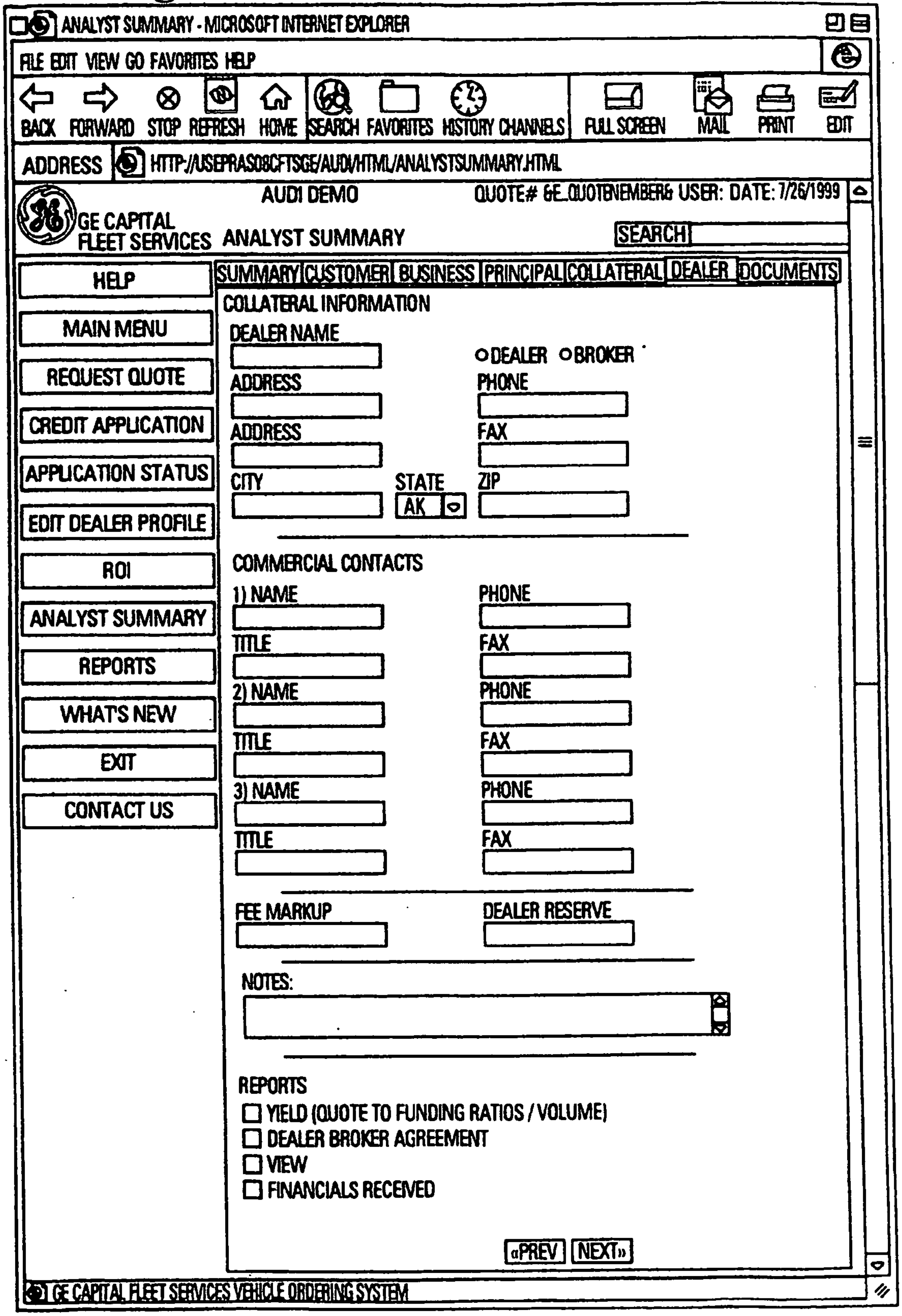
TOTAL % DOWN (ADVANCE PMTS + DOWN PMT + TRADES)/(CHASSIS + UPFIT):

CV %:

APR %:

NOTES:

Fig. 33


ANALYST SUMMARY - MICROSOFT INTERNET EXPLORER
FILE EDIT VIEW GO FAVORITES HELP
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HTTP://USEPRAS08CFTSGE/AUDI/HTML/ANALYSTSUMMARY.HTML

GE CAPITAL FLEET SERVICES

AUDI DEMO

QUOTE# GE_QUOTENEMBER& USER: DATE: 7/26/1999

ANALYST SUMMARY

COLLATERAL INFORMATION

DEALER NAME

○ DEALER ○ BROKER

ADDRESS

PHONE

ADDRESS

FAX

CITY

STATE AK

ZIP

COMMERCIAL CONTACTS

1) NAME

PHONE

TITLE

FAX

2) NAME

PHONE

TITLE

FAX

3) NAME

PHONE

TITLE

FAX

FEE MARKUP

DEALER RESERVE

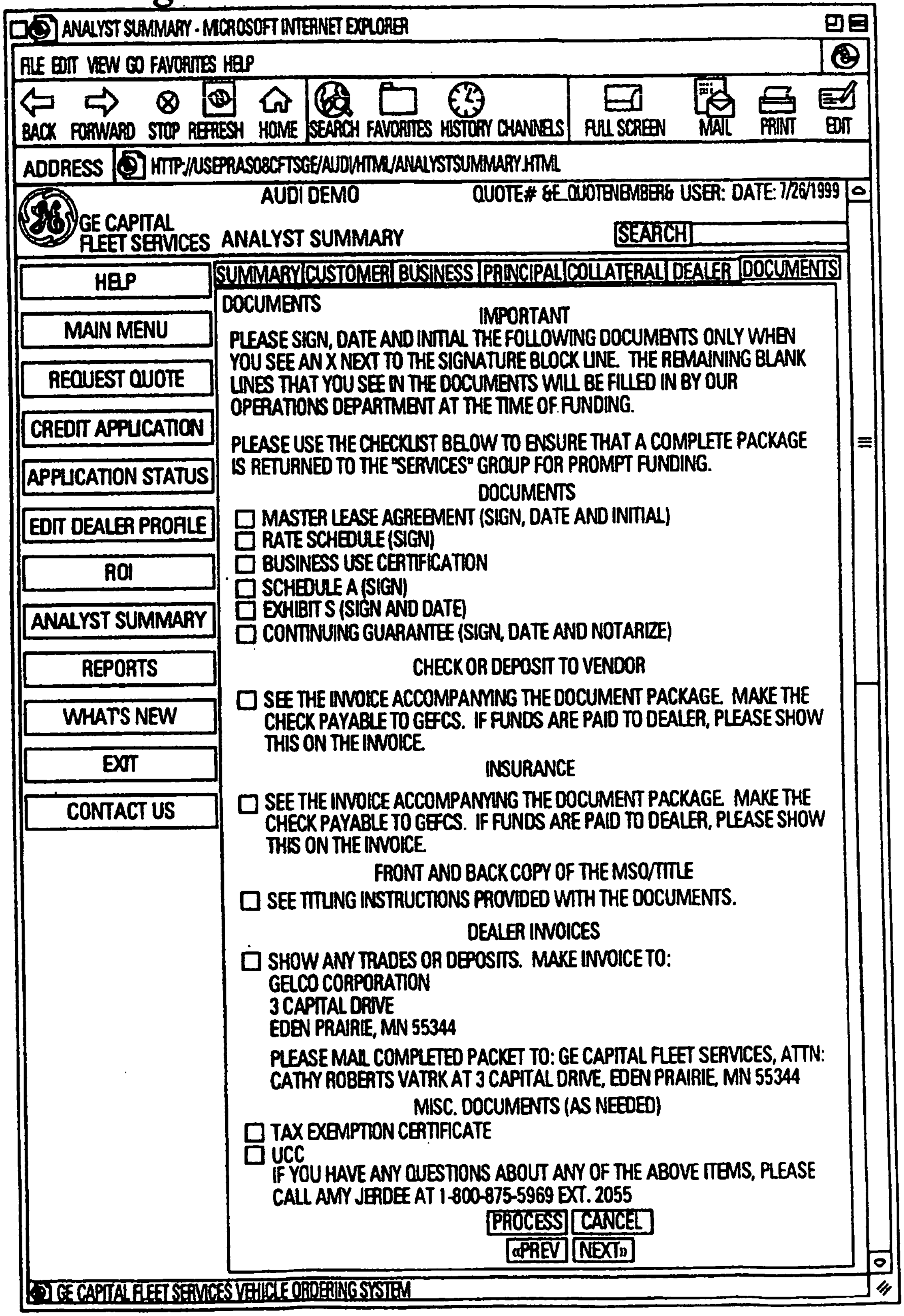
NOTES:

REPORTS

☐ YIELD (QUOTE TO FUNDING RATIOS / VOLUME)
☐ DEALER BROKER AGREEMENT
☐ VIEW
☐ FINANCIALS RECEIVED

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

Fig. 34


ANALYST SUMMARY - MICROSOFT INTERNET EXPLORER
FILE EDIT VIEW GO FAVORITES HELP
BACK
FORWARD
STOP
REFRESH
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SEARCH
FAVORITES
HISTORY
CHANNELS
FULL SCREEN
MAIL
PRINT
EDIT
ADDRESS
HTTP://USEPRAS08CFTSGE/AUDI/HTML/ANALYSTSUMMARY.HTML
AUDI DEMO
QUOTE# &E_QUOTENEMBER& USER: DATE: 7/26/1999
GE CAPITAL FLEET SERVICES
ANALYST SUMMARY
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COLLATERAL
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PROCESS
CANCEL
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GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

DOCUMENTS

IMPORTANT

PLEASE SIGN, DATE AND INITIAL THE FOLLOWING DOCUMENTS ONLY WHEN YOU SEE AN X NEXT TO THE SIGNATURE BLOCK LINE. THE REMAINING BLANK LINES THAT YOU SEE IN THE DOCUMENTS WILL BE FILLED IN BY OUR OPERATIONS DEPARTMENT AT THE TIME OF FUNDING.

PLEASE USE THE CHECKLIST BELOW TO ENSURE THAT A COMPLETE PACKAGE IS RETURNED TO THE "SERVICES" GROUP FOR PROMPT FUNDING.

DOCUMENTS

☐ MASTER LEASE AGREEMENT (SIGN, DATE AND INITIAL)
☐ RATE SCHEDULE (SIGN)
☐ BUSINESS USE CERTIFICATION
☐ SCHEDULE A (SIGN)
☐ EXHIBIT S (SIGN AND DATE)
☐ CONTINUING GUARANTEE (SIGN, DATE AND NOTARIZE)

CHECK OR DEPOSIT TO VENDOR

☐ SEE THE INVOICE ACCOMPANYING THE DOCUMENT PACKAGE. MAKE THE CHECK PAYABLE TO GEFCS. IF FUNDS ARE PAID TO DEALER, PLEASE SHOW THIS ON THE INVOICE.

INSURANCE

☐ SEE THE INVOICE ACCOMPANYING THE DOCUMENT PACKAGE. MAKE THE CHECK PAYABLE TO GEFCS. IF FUNDS ARE PAID TO DEALER, PLEASE SHOW THIS ON THE INVOICE.

FRONT AND BACK COPY OF THE MSO/TITLE

☐ SEE TITLING INSTRUCTIONS PROVIDED WITH THE DOCUMENTS.

DEALER INVOICES

☐ SHOW ANY TRADES OR DEPOSITS. MAKE INVOICE TO:
GELCO CORPORATION
3 CAPITAL DRIVE
EDEN PRAIRIE, MN 55344

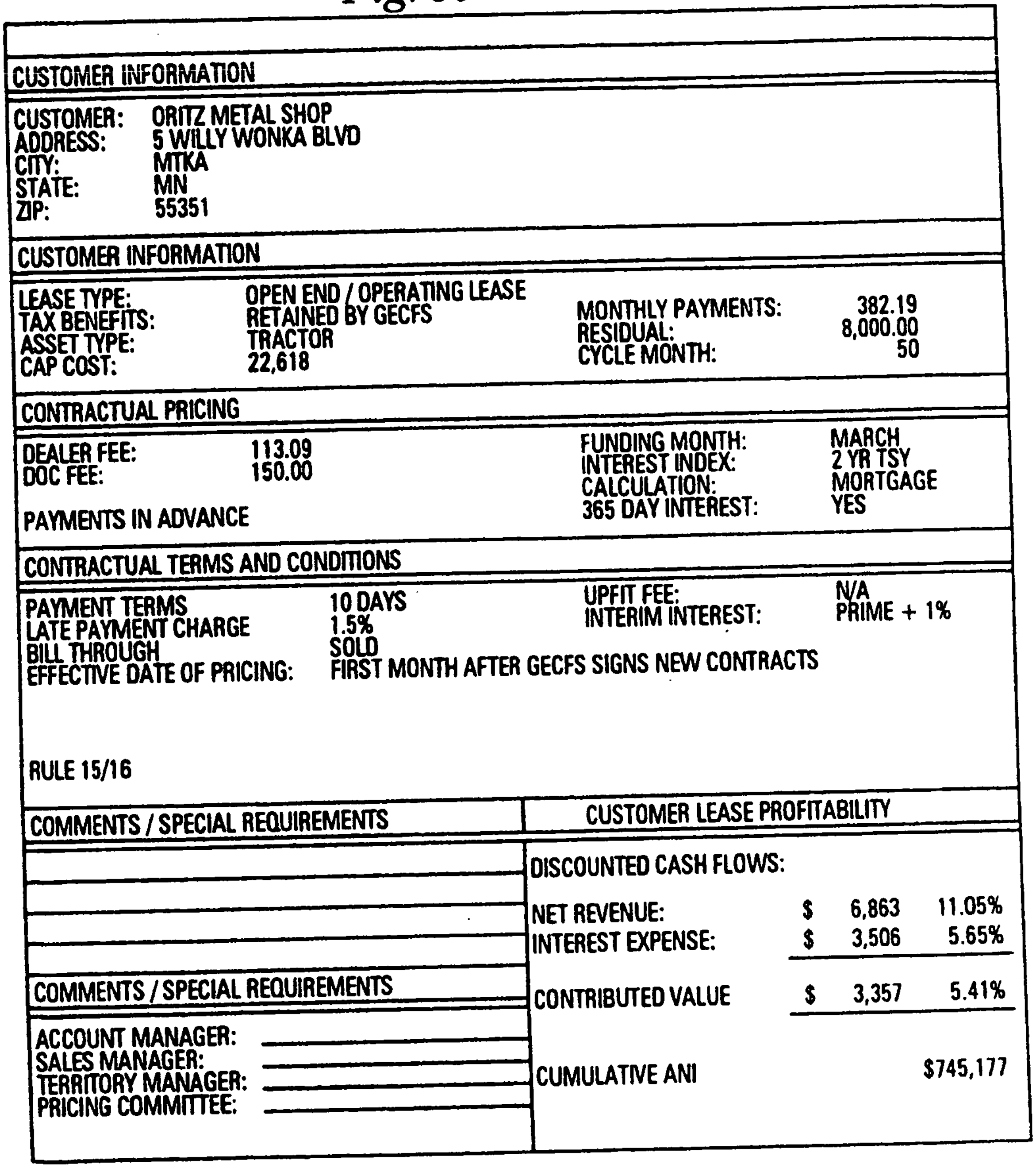
PLEASE MAIL COMPLETED PACKET TO: GE CAPITAL FLEET SERVICES, ATTN: CATHY ROBERTS VATRK AT 3 CAPITAL DRIVE, EDEN PRAIRIE, MN 55344

MISC. DOCUMENTS (AS NEEDED)

☐ TAX EXEMPTION CERTIFICATE
☐ UCC

IF YOU HAVE ANY QUESTIONS ABOUT ANY OF THE ABOVE ITEMS, PLEASE CALL AMY JERDEE AT 1-800-875-5969 EXT. 2055

Fig. 35



CUSTOMER INFORMATION

CUSTOMER: ORITZ METAL SHOP
ADDRESS: 5 WILLY WONKA BLVD
CITY: MTKA
STATE: MN
ZIP: 55351

CUSTOMER INFORMATION

LEASE TYPE:	OPEN END / OPERATING LEASE	MONTHLY PAYMENTS:	382.19
TAX BENEFITS:	RETAINED BY GECFS	RESIDUAL:	8,000.00
ASSET TYPE:	TRACTOR	CYCLE MONTH:	50
CAP COST:	22,618		

CONTRACTUAL PRICING

DEALER FEE:	113.09	FUNDING MONTH:	MARCH
DOC FEE:	150.00	INTEREST INDEX:	2 YR TSY
		CALCULATION:	MORTGAGE
PAYMENTS IN ADVANCE		365 DAY INTEREST:	YES

CONTRACTUAL TERMS AND CONDITIONS

PAYMENT TERMS	10 DAYS	UPFIT FEE:	N/A
LATE PAYMENT CHARGE	1.5%	INTERIM INTEREST:	PRIME + 1%
BILL THROUGH	SOLD		
EFFECTIVE DATE OF PRICING:	FIRST MONTH AFTER GECFS SIGNS NEW CONTRACTS		

RULE 15/16

COMMENTS / SPECIAL REQUIREMENTS

COMMENTS / SPECIAL REQUIREMENTS

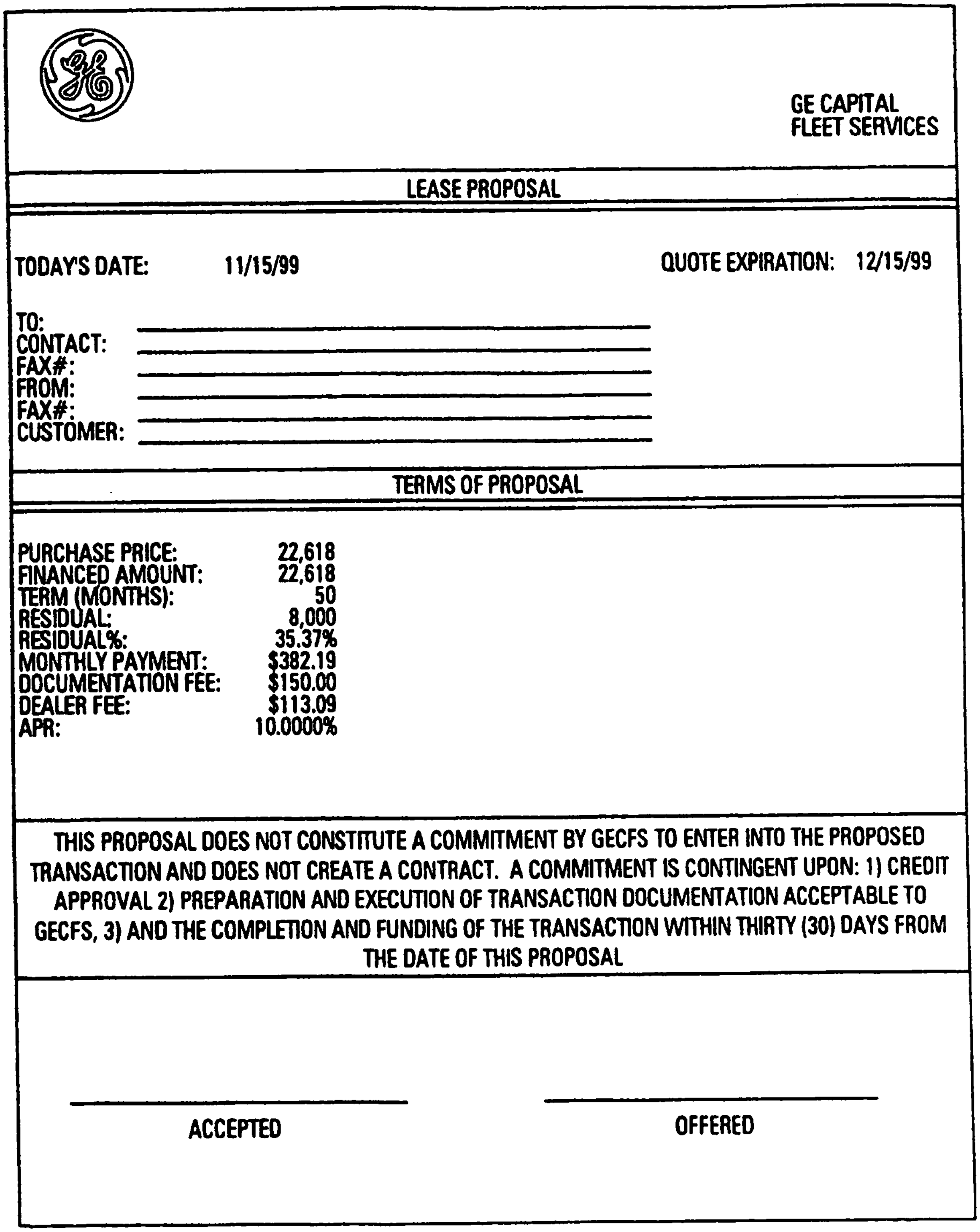
ACCOUNT MANAGER: ____
SALES MANAGER: ____
TERRITORY MANAGER: ____
PRICING COMMITTEE: ____

CUSTOMER LEASE PROFITABILITY

DISCOUNTED CASH FLOWS:

NET REVENUE:	$	6,863	11.05%
INTEREST EXPENSE:	$	3,506	5.65%
CONTRIBUTED VALUE	$	3,357	5.41%
CUMULATIVE ANI			$745,177

Fig. 36



GE CAPITAL
FLEET SERVICES

LEASE PROPOSAL

TODAY'S DATE: 11/15/99 QUOTE EXPIRATION: 12/15/99

TO: ____________
CONTACT: ____________
FAX#: ____________
FROM: ____________
FAX#: ____________
CUSTOMER: ____________

TERMS OF PROPOSAL

PURCHASE PRICE:	22,618
FINANCED AMOUNT:	22,618
TERM (MONTHS):	50
RESIDUAL:	8,000
RESIDUAL%:	35.37%
MONTHLY PAYMENT:	$382.19
DOCUMENTATION FEE:	$150.00
DEALER FEE:	$113.09
APR:	10.0000%

THIS PROPOSAL DOES NOT CONSTITUTE A COMMITMENT BY GECFS TO ENTER INTO THE PROPOSED TRANSACTION AND DOES NOT CREATE A CONTRACT. A COMMITMENT IS CONTINGENT UPON: 1) CREDIT APPROVAL 2) PREPARATION AND EXECUTION OF TRANSACTION DOCUMENTATION ACCEPTABLE TO GECFS, 3) AND THE COMPLETION AND FUNDING OF THE TRANSACTION WITHIN THIRTY (30) DAYS FROM THE DATE OF THIS PROPOSAL

____________ ACCEPTED

____________ OFFERED

INTERNATIONAL SEARCH REPORT

International application No.
PCT/US00/32125

A. CLASSIFICATION OF SUBJECT MATTER

IPC(7) :G06F 17/60
US CL :705/38, 1, 39
According to International Patent Classification (IPC) or to both national classification and IPC

B. FIELDS SEARCHED

Minimum documentation searched (classification system followed by classification symbols)

U.S. : 705/38, 1, 39

Documentation searched other than minimum documentation to the extent that such documents are included in the fields searched

none

Electronic data base consulted during the international search (name of data base and, where practicable, search terms used)

PROQUEST (NPL), WEST 2.0

C. DOCUMENTS CONSIDERED TO BE RELEVANT

Category*	Citation of document, with indication, where appropriate, of the relevant passages	Relevant to claim No.
X	US 5,274,547 A (ZOFFEL et al) 28 December 1993, abstract, col. 4 L 45 - col. 6 L 68	14-19
X,P	US 6,023,687 A (WEATHERLY et al) 08 February, 2000, entire document	1-22
A	US 5,611,052 A (DYKSTRA et al) 11 March 1997, entire document	1-22
A	US 5,383,113 A (KIGHT et al) 17 January 1995, entire document	1-22
A	US 5,239,462 A (JONES et al) 24 August 1993, entire document	1-22

☐ Further documents are listed in the continuation of Box C. ☐ See patent family annex.

*	Special categories of cited documents:	"T"	later document published after the international filing date or priority date and not in conflict with the application but cited to understand the principle or theory underlying the invention
"A"	document defining the general state of the art which is not considered to be of particular relevance	"X"	document of particular relevance; the claimed invention cannot be considered novel or cannot be considered to involve an inventive step when the document is taken alone
"E"	earlier document published on or after the international filing date	"Y"	document of particular relevance; the claimed invention cannot be considered to involve an inventive step when the document is combined with one or more other such documents, such combination being obvious to a person skilled in the art
"L"	document which may throw doubts on priority claim(s) or which is cited to establish the publication date of another citation or other special reason (as specified)	"&"	document member of the same patent family
"O"	document referring to an oral disclosure, use, exhibition or other means		
"P"	document published prior to the international filing date but later than the priority date claimed		

Date of the actual completion of the international search 18 JANUARY 2001	Date of mailing of the international search report 23 FEB 2001
Name and mailing address of the ISA/US Commissioner of Patents and Trademarks Box PCT Washington, D.C. 20231 Facsimile No. (703) 305-3230	Authorized officer VINCENT MILLIN James R. Matthews Telephone No. (703) 308-1065